

W.L.P.
Sausage Casings — What Ten Years of Tests Yielded

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No. 21

Vol. 75

U. S. Department of Agriculture

THE

NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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NOVEMBER 20, 1926

THE CASING HOUSE

HOG — BEEF — SHEEP
CASINGS

BERTH. LEVI & Co., Inc.

ESTABLISHED 1882

NEW YORK
BUENOS AIRES

CHICAGO
HAMBURG

LONDON
WELLINGTON

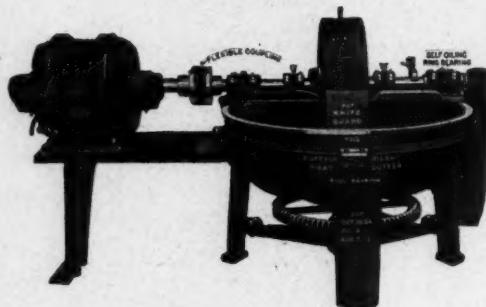
Meat Retailers — New Series of Selling Points

Starts in
this issue

PRODUCE FINEST QUALITY SAUSAGE

"BUFFALO"

**Sausage Making Machines
Lead the World!**



"Buffalo" Silent Cutter

Built to last a life-time. Produces finest quality sausage, free from lumps and cords; reduces labor and operating costs. Hundreds now earning greater profits for users throughout the world.

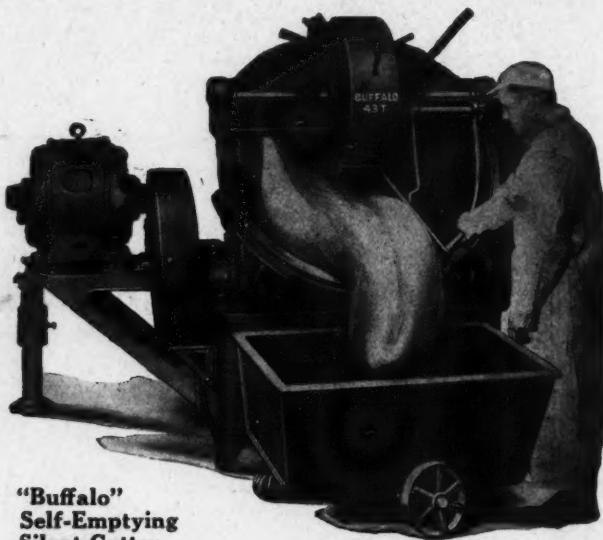
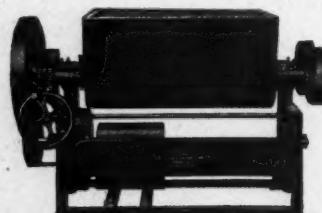


**"Buffalo" Meat
Grinder**

Saves 50% in time, labor and power. Runs large chunks of meat through the fine plate in one operation, without heating meat or bearings. Equipped with silent chain drive.

**"Buffalo"
Mixer**

Strong, sturdy, powerful; has center tilting hopper, reducing power 50%. Mixing paddles arranged to give meat most thorough mixing. Used by hundreds of packers and sausage makers.



**"Buffalo"
Self-Emptying
Silent Cutter**

World's Greatest Self-Emptying Silent Cutter. A proven success! Empties a bowl of meat in 15 to 20 seconds without touching by hand. Endorsed by government inspectors. Reduces cutting time 25%. Increases your yield.

This letter speaks for itself!

John E. Smith's Sons Co.,
Buffalo, N. Y.

Gentlemen:—

After using your 43 B Silent Cutter 700-lb. Mixer and 66 B Grinder for the past year, we want you to know how satisfactory these machines have been.

We have been able to turn out the finest grades of Sausage with the least expense and have had no trouble whatsoever. Will be glad to have you refer prospective buyers to us.

Yours truly,

CRAWFORD SAUSAGE COMPANY.

Thousands of packers and sausage makers throughout the world have similar recommendations for "BUFFALO" machines. Write for catalog.

JOHN E. SMITH'S SONS CO., 50 BROADWAY, BUFFALO, N. Y.

Patentees and Manufacturers

"BUFFALO"

Quality Sausage Making Machines — Supreme Since 1870



FOR BETTER WORK

THE NEW

DICK'S BEEF SPLITTER

Guaranteed All The Way Through

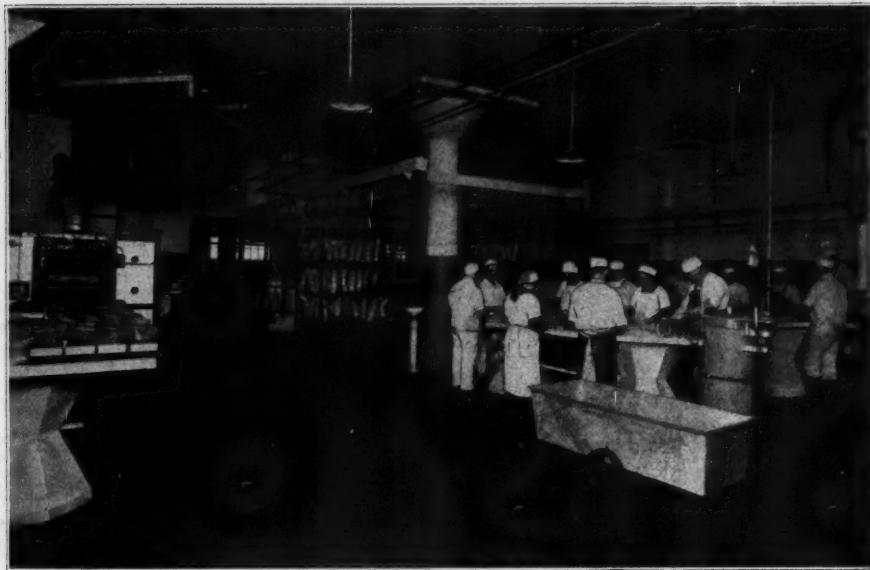
Trade Mark ————— F. Dick

ALBERT JORDAN CO.

20-26 West 22nd Street

NEW YORK

SOLE AGENTS



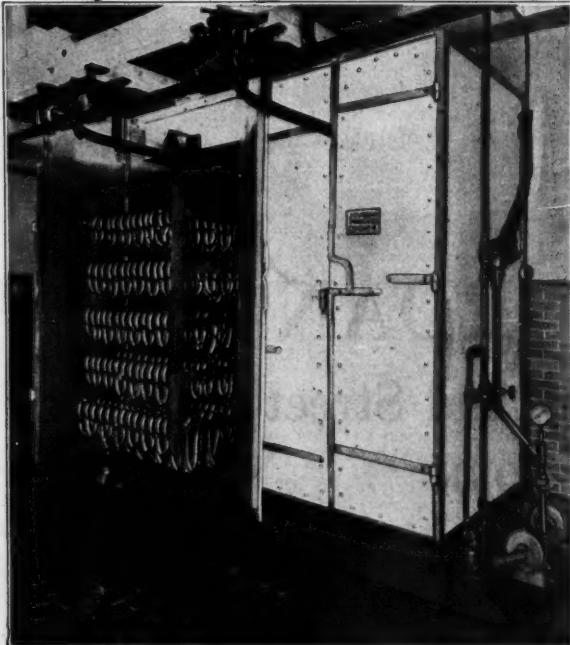
*Leaders in the Industry
use the*

CLEVELAND

The modern plant of the Acme Sausage Co., Chicago, is equipped with the 7 E-Type K Cleveland Choppers which were selected after the most careful investigations by the Engineers in Charge.

The Cleveland Kleen-Kut Manufacturing Co.
CLEVELAND, OHIO

Solving the Sausage Cooking Problem



**The Latest Development in
Sausage Cooking**

The Jourdan Process Cooker

(Patent Pending)

Not a Steam Box

Not a Spray

But a Temperature Controlled

HOT WATER DOUCHE

Perfected After Years of Experiments

Cooks quicker and with absolute uniformity on the rail—on the cage—on the stick; colors while cooking when desired. Product not touched by human hands. Saves time and labor—quickly pays for itself. Improves product both in quality and appearance. Many other advantages make it a practical necessity in any sausage plant.

Write Today for Full Details

JOURDAN PROCESS COOKER CO., 814-832 W. 20th St., Chicago

Asbesto-Metallic brake blocks

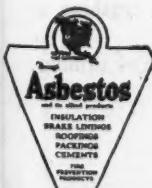


**Grip with power—
wear like iron—**

NEW blocks for the brakes! It's an old story and a great expense to those who continue to use wooden ones. Reline your brakes with Johns-Manville Asbesto-Metallic Brake Blocks and stop frequent replacement.

Asbesto-Metallic Brake Blocks give astonishingly long service. They will not char or burn. They are least affected by heat, moisture and oil.

JOHNS-MANVILLE



Service to the Meat Packing Industry

JOHNS-MANVILLE INC., 292 Madison Avenue, at 41st Street, New York City
Branches in all large cities

For Canada: CANADIAN JOHNS-MANVILLE CO., Ltd., Toronto



Crane Oilgas Smokers

will save you money and at the same time eliminate your smoking problems. Can be installed in ten minutes. We supply the unit complete with tank and tubing.

No odor of any kind
Absolutely safe
Even steady heat
Plenty of smoke

Low cost of operation
Excellent color
Less labor
Less sawdust

Generates common kerosene oil into a pure Hot Gas Flame having no smoke or odor.

B. F. Nell & Company

Manufacturers of Equipment and Supplies for the Meat Industry

620 W. Pershing Road

Chicago, Ill.

The "Enterprise" No. 1156 Chops 3,000 Pounds an Hour

For the sausage maker or packer who desires this capacity, here is the ideal chopper.

The distance from ring to floor is 26½ in. Permits carrier to be run under chopper.

Fitted with 7½ h. p. motor, it is a fast, power machine.

The No. 1156 is economical to operate and high in production efficiency.

THE ENTERPRISE MFG. CO., OF PA.,
Philadelphia, U. S. A.

No. 1

Four plates furnished with each machine, one fine, one medium, one coarse, and one knife for cutting fat. Also three knives and one fat knife.

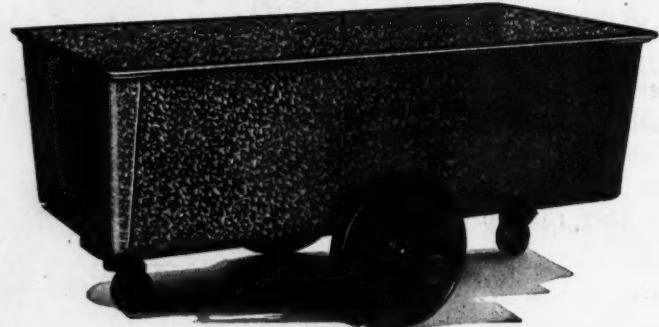
No matter what your chopping problems may be "Enterprise" experts can help you.

Our fifty years' experience is at your disposal.

Send for catalog showing the entire "Enterprise" line.



Globe Sausage Meat Truck No. 103



The Most Sanitary Truck Made

The truck that you have been looking for. The Globe under-construction eliminates all bolts and rivets from body, thereby making the inside very smooth and a most desirable truck to use. Made in three sizes.

	No. 1	No. 2	No. 3
Length, over all.....	62½"	56½"	50½"
Width, over all.....	31½"	31½"	31½"
Height, over all.....	26 "	26 "	26 "
Body depth, inside.....	17½"	17½"	17½"
Wheels	14x2½"	14x2½"	14x2½"
Casters	4x1½"	4x1½"	4x1½"
Weight	270 lbs.	255 lbs.	235 lbs.

The Globe Company
822-26 West 36th Street, Chicago

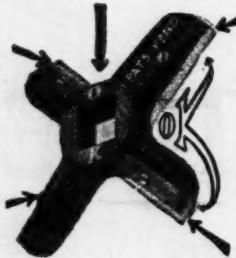
Attention

Sausage Makers and Packers

The season is here for fancy Pork Sausage. Start out with a first-class product.

Fancy Pork Sausage can only be made by cutting the meat. The O. K. Shear, Kut Angle Hole Plates and Knives are the only plates and knives that cut the meat, **not crushing or smearing**.

Send for price-list and information when in need of repair parts for any make of grinder.

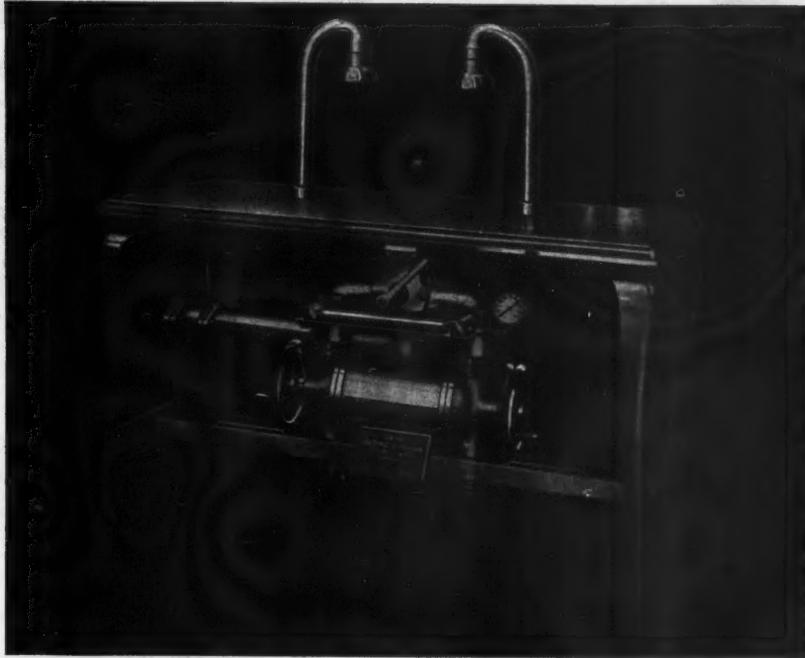


The Specialty Manufacturers Sales Co.

Represented by Chas. W. Dieckmann

Main Office, 2021 Grace St., CHICAGO

Lamb®



Get This Information

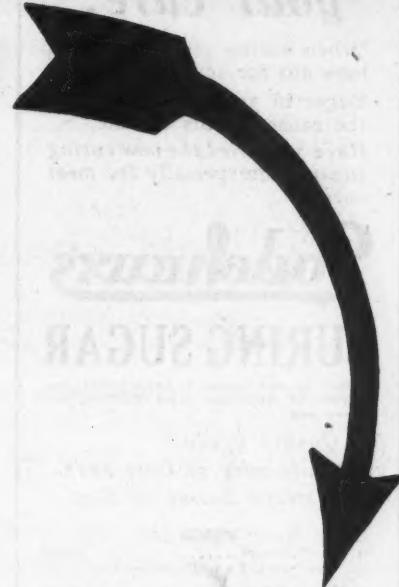
The Lamb Automatic Weighing and Filling machine is the latest and most remarkable improvement in weighing and filling equipment in recent years.

If you are interested in keeping abreast with modern methods in the packing industry you should acquaint yourself with the Lamb machine which is beyond question the simplest and most up-to-date machine for accurately weighing and filling lard and compound.

Sign the coupon below and we will, without obligation, give you further information.

Lamb®
CORPORATION

Tribune Tower
Chicago



Lamb Corporation,
Tribune Tower, Chicago, Ill.

Please send us full information relative to the Lamb Automatic Weighing and Filling Machine. It is understood that this places us under no obligation whatever.

Firm Name

Address

By

KLEEN KUP

The Package
That Sells
Its Contents

The KLEEN KUP will keep your product fresh and clean. This snow-white paper package has real merchandising value, because it carries your name directly into the home of the consumer.

Big packers and retailers use this package because of the many advantages it affords them.

MonoService Co.
NEWARK NEW JERSEY



Trouble with your cure?

When curing pickle ferments look out for sour meats!

Sugar in your pickle may be the cause of this trouble.

Have you tried the new curing sugar made specially for meat curing?

Godchaux's CURING SUGAR

tested by the Research Department, Institute of American Meat Packers, assures you

Quality Product,
Uniformity of Cure and
Material Saving in Cost

PRICE

in 100 lb. Bags.....	\$5.30
per cwt. f.o.b. Reserve, La.	
in 250 lb. Bags.....	\$5.20
per cwt. f.o.b. Reserve, La.	

Subject to usual sugar trade terms of 2 per cent cash discount.

Specially prepared for the
Meat Industry in the modern
Sugar Refinery of

GODCHAUX SUGARS, INC.

Godchaux Building,
NEW ORLEANS, LA.

Let us have your inquiries. Delivered prices, both carloads and less than carloads, quoted on request.



Since You Are Now Paying For A

SPEEDEX patented Casing Cleaner and Flusher

WHY NOT HAVE ONE?

The saving in labor, cleaner casings, and a better looking product will return your initial investment many times yearly.

Tell your secretary NOW
to write for more information to

Packers Utility Co.
(Not Inc.)

320 Beethoven Place
Chicago



Tubular Roll.

Our Stockinette Knitted Fabrics

are made from clean, white yarns into Bags to fit any cut of Beef, Lambs, Calf and Hog or sold in rolls, tubular form.

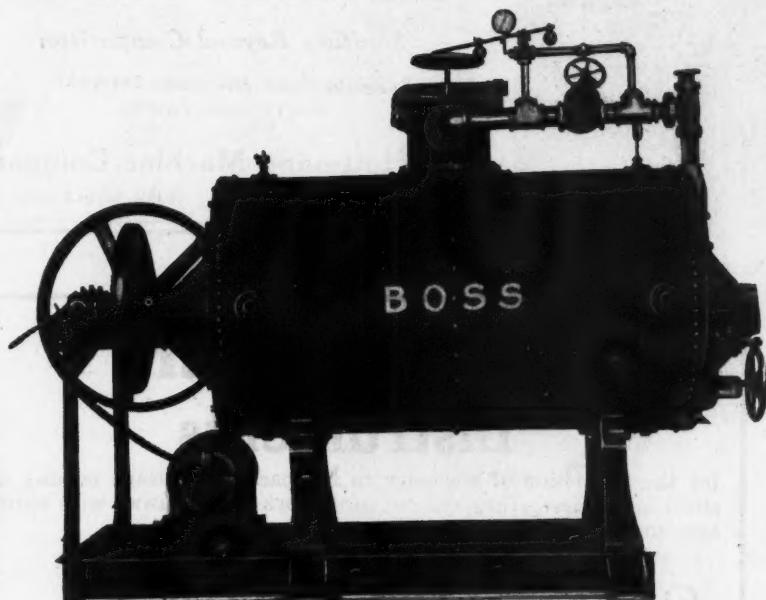
Details and prices furnished upon request.

FRED C. CAHN

305 W. Adams St., CHICAGO

Selling Agent,
The Adler Underwear &
Hosiery Mfg. Co.

You Get More Money!!



"BOSS" Cooker with Prime Rendering Device and Silent Chain Drive

For Your Edible
and Inedible Fats
and Cracklings

when you use

"Boss"
Prime
Rendering
Equipment

LARD running about 1/10% free fatty acid and nearly water white; TALLOW and GREASE running under 2 red and close to 1/2% free fatty acid with light colored, high protein, low grease cracklings, sound like the millenium—almost too good to be true!

Yet These Results Are Being Obtained Every Day in "BOSS" Prime Equipment



Diamond "Hog"

The vibrationless wonder, used for shredding carcasses, bones, pecks, paunches, shop scraps, etc.

Time has told the story! Every successful rendering installation is using some sort of a hog or crusher.

Why not get the most economical and efficient?

We have a size for your requirements. Tell us what you need.

THE CINCINNATI BUTCHERS' SUPPLY CO.

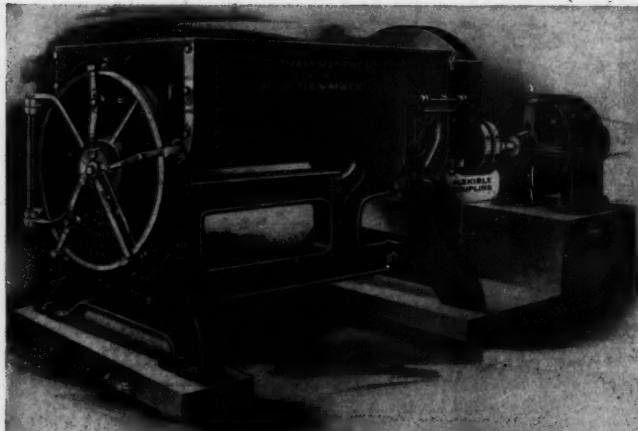
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Outfits

Manufacturers
"BOSS" Machines

Sausage & Rendering
Outfits

Factory and Main Office: 1972-2008
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IN THIS WORLD

The Greatest Meat Cutter and Mixer Combined

Sanitary Beyond Comparison

Replacing Other Equipment Everywhere
WRITE FOR PRICES

The Hottmann Machine Company

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PHILADELPHIA, PA.

Tell the Advertiser you saw it in THE NATIONAL PROVISIONER

**GREASE EXTRACTION
AT
LOW
OVERALL
COST**

THE HYDRAULIC PRESS MFG. CO.
ESTABLISHED SINCE 1877
52 LINCOLN AVE.
MOUNT GILEAD, OHIO

H.P.M.
HIGH PRESSURE HYDRAULIC
PUMPS / VALVES

FOR YOUR PRESSING NEEDS"

AMERICAN Instruments

for the promotion of efficiency in the packing, sausage making and allied industries. They cut out guesswork and do away with shrinkage, underdone or overdone and off color products.

Write for Packing House Text Book N-49.

AMERICAN SCHAEFFER & BUDENBERG CORP.

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*Atlanta	*Chicago	*Los Angeles	Philadelphia
*Boston	Cleveland	Seattle	Pittsburgh
Buffalo	Detroit	Tulsa	Salt Lake City
		St. Louis	

*Stock carried at these branches



KRAMER

Improved

Hog Dehairing Machines

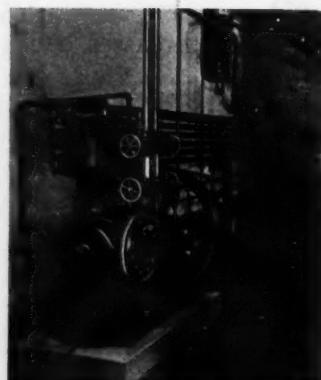
L. A. KRAMER CO.,
111 W. Jackson Blvd., Chicago

Standard 1500-lb.
Ham Curing Casks



Write for Prices and Delivery

Bott Bros. Mfg. Co. WARSAW, ILLINOIS



Typical installation of Frick
Enclosed Belt Driven
Refrigerating Machine.

FRICK

Refrigerating Machines

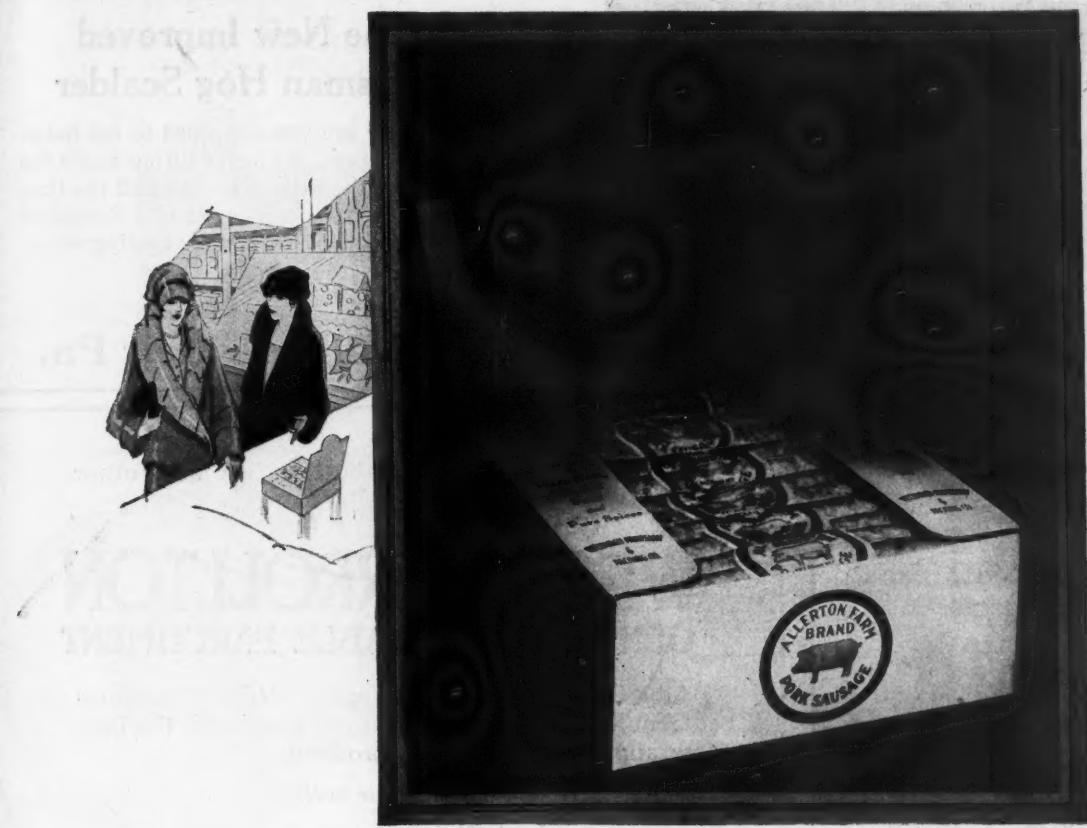
All sizes, all types, for
Packers, Meat Markets,
dairies, cold storage plants,
ice cream plants, hotels,
office buildings, etc.

Bulletins on request

Frick Company

WAYNESBORO, PA. U.S.A.

THE MACHINERY SUPERIOR SINCE 1861



Sausage Time and a New Unit

- ¶ To market a popular unit of link sausages.
- ¶ To get them on the counter.
- ¶ To attract attention.
- ¶ To increase sales.
- ¶ To get longer sales life.
- ¶ To show and carry their trade-mark into the home . . .

. . . The Pittsburgh Provision and Packing Company is using Cellophane, the absolutely transparent, sanitary wrap.

DU PONT CELLOPHANE CO., Inc.

*Sales Offices: 40 West 40th Street, New York City
Plant and Executive Offices: Buffalo, New York*

Canadian Agents:

WM. B. STEWART & SONS

Limited

64 Wellington St., W., Toronto, Canada.

Du Pont Cellophane is an unusual material, patented and trademarked, used for wrapping and many other purposes. It is absolutely transparent, strong, flexible, grease- and oil-proof, dust- and air-proof, pure enough to eat and is not explosive. Available in different thicknesses of clear transparent, also in colored and embossed.

**DU PONT
CELLOPHANE**

REG. U.S. PAT. OFF.

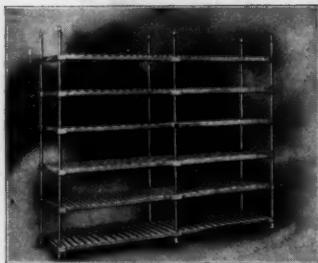


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The New Improved Bausman Hog Scalding

No longer are you compelled to use hoisting appliances. No heavy lifting to get the hog from the bath. Will save half the time originally required to scald. Furnished with or without fire box for heating water.

Bausman Manufacturing Co., Millersville, Pa.



"Maforco" Galvanized Shelving
Gives you the most satisfactory storage
at an exceptionally low cost.

MAIN FEATURES:

Shelves adjustable and removable
Self-supporting
Slatted construction increases circulation
Saves space by fitting snugly into corners
Does not retain odors and lasts indefinitely

MARKET FORGE CO.
Everett, Mass.

Making Trucks and Racks Since 1897
Write for our catalog

WRAP your meats, butter, fish and other
moist food products in

WEST CARROLLTON GENUINE VEGETABLE PARCHMENT

Moisture has no effect upon West Carrollton
Genuine Vegetable Parchment, making it the best
wrapper for moist food products.

Sheets or rolls

Plain or printed

Get samples and prices

The West Carrollton Parchment Co.
West Carrollton, Ohio

Shrouding Pins

To Clothe Beef



Turn out your beef
sides the new way—
bright, fresh and
clean!

Made from tempered
spring wire with
new style washer to
prevent tearing
cloth.

Write for Samples

We manufacture springs
for all purposes, from
brass — bronze — monel
metal and steel.

Also made with
out washers

Muehlhausen Spring Co.
5841 So. Loomis Blvd.
Chicago, Ill.



Thermoseal Type A
Counter Scale

1053

CHATILLON

Thermoseal Counter Scale
The last word in Scale Efficiency

For the packing departments of cold storage houses,
for shipping departments, or any department where
accurate and reliable scales are required for assorting,
grading and weighing, the Chatillon Thermoseal

Counter Scale reigns supreme.
The accuracy of this scale is maintained by a com-
pensating device, positive of action, which automati-
cally corrects the scale for variation in the tem-
perature.

Countless other features such as extra
heavy construction of working parts;
hardened bronze rack, roller bearing pinion,
double levers for platform, rendering un-
necessary the centering of load; oil dash
to keep pointer from vibrating, give to this
scale an excellence that manifests itself in
faster and more accurate weighing. The
savings that the Chatillon Thermoseal
Scale effect pay for the cost in a short
time.

Write for complete information

JOHN CHATILLON & SONS

Established 1835

Manufacturers of Scales and Butchers' Supplies

85-99 Cliff Street

New York City

November 20, 1926.

THE NATIONAL PROVISIONER

13

Wrapped Meats Quickly Weighed

Another Packing House Operation Efficiently Handled



Toledo Scales for The Packing Industry

- General weighing scales
- Bench and portable platform scales
- Hanging, overhead track, tank, and suspended platform scales
- Auto truck scales
- Computing scales
- Gross, tare and net weight scales
- Lard, oleomargarine and butter packing scales
- Postal scales

WITH hardly a pause before they are placed in a crate and sent on their way to the shipping room, wrapped meats are placed singly or in bunches on the platform of the Toledo and the weights shown as rapidly as the clerk can record them.

Toledo automatic weight indication has met the requirement for fast work in the packing plant. It also has done away with the losses due to mistakes in putting on and taking off loose counterbalance weights; in moving poises back and forth; in reading the weight indicated on a beam from 18 to 24 inches long; in judging when the beam is in balance; and in adding to the beam indication the value of the loose weights.

Toledo Scales are designed and constructed to withstand the severe test of constant usage. Toledo service is available on call or periodical inspection.

Toledos keep pace with packing house volume, and with their accuracy protect the small-margin profit of the packing industry.

A check by a Toledo man will show whether losses occur in the weighing operations in your plant. This check will cost you nothing. It may save you much. Kindly address Industrial Sales Department, Section S.

Toledo Scale Company, Toledo, Ohio

Canadian Toledo Scale Co., Limited, Windsor, Ont.

Manufacturers of Automatic Scales for Every Purpose

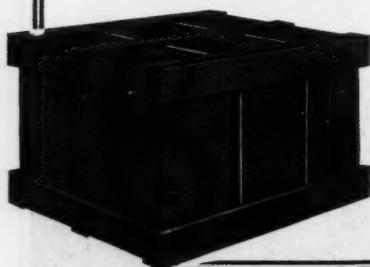
Offices and Service Stations in 106 Cities in the United States and Canada

TOLEDO SCALES

NO SPRINGS HONEST WEIGHT

THE MODERN BOXES

Nabco, Veneer, Wire-bound Boxes for Strength—Security



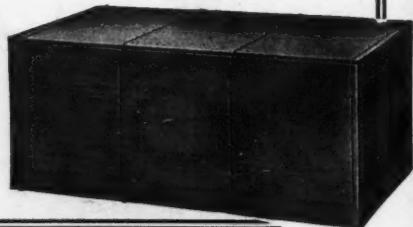
Save in Freight Save in Handling
Save in Nails Save in First Costs

Send us your specifications now and we will prove to you how to save from 25 to 40% in traffic charges.

NATIONAL BOX CO.

General Offices
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Eastern Offices:
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Room No. 625-150 Nassau St., New York City
Southern Office: Matches, Miss.



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better—cheaper—faster

THERE is an easy, quick way for superintendents and purchasing agents of packing plants to find out how to clean ham boilers, ham racks, trimming tables, meat choppers, floors and equipment better, cheaper and faster. Simply ask to have one of our service men call. He will demonstrate, under actual working conditions. Then compare results. A post card to us will bring him to you. No cost or obligation.

OAKITE

Industrial Cleaning Materials and Methods
Oakite is Manufactured by Oakite Products, Inc.
20A Thames St., New York, N. Y.

MATHIESON
Chemicals

Anhydrous Ammonia
Aqua Ammonia
Caustic Soda
Soda Ash
Liquid Chlorine
Bleaching Powder

The MATHIESON ALKALI WORKS
230 PARK AVE., NEW YORK CITY

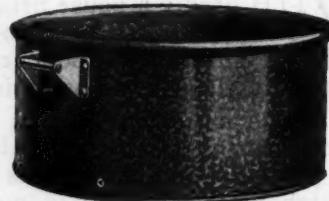
PHILADELPHIA
PHILADELPHIA
CHICAGO
CHICAGO
CHARLOTTE

Deal Direct with THE MANUFACTURER

Galvanized Trimming and Sausage Containers

Made of 20 gauge galvanized steel, reinforced around the top with 7/16" steel rod. Bottoms double seamed and carefully soldered. Handles of same general construction as used on our delivery baskets.

Where a very heavy container is required we recommend No. 4, made of 18 gauge galvanized steel; weighs 25 lbs.; has straight sides; is reinforced around top with 3/8" steel pipe over which sides are rolled and pressed. Furnished with a cover, if desired.



No. 4
22 in. diam.
10 in. high

Without cover, \$4.00
With cover, \$5.00



No. 1
Cutting
Room
Container
16 in. dia.;
13 in. high.
Ba. \$2.00



No. 2
Cutting
Room
Container.
16 in. dia.;
13 in. high.
Ba. \$2.25



No. 3
Sausage
Room
Container.
18 in. dia.;
13 in. high.
Ba. \$2.50

Dubuque Steel Products Co.
Sheet Metal Dept.
KRETSCHMER MFG. CO. Dubuque, Iowa

BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette Cloth and Bags for Covering Meat
Write Us for Information and Prices

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WADSWORTH, OHIO

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PURE LARD FOR PASTRIES AND ALL DOMESTIC COOKING

THERE is no denying the fact that substitutes for pure lard have gained wide kitchen popularity during the past few years. Perhaps the reason may be pinned to the convenient way the substitutes are packaged—less trouble for the housewife and handy for the dealer.

But pure lard can also be packaged to please both housewife and dealer. Neat little cartons that hold shapely, one pound prints (which can be readily cut to recipe measure) win instant approval. Of course, each print is first wrapped in Paterson Vegetable Parchment.

Then, too, the Parchment Wrappers are printed with your name and trademark—positive identification and economical advertising for your product.

Write for samples and prices.



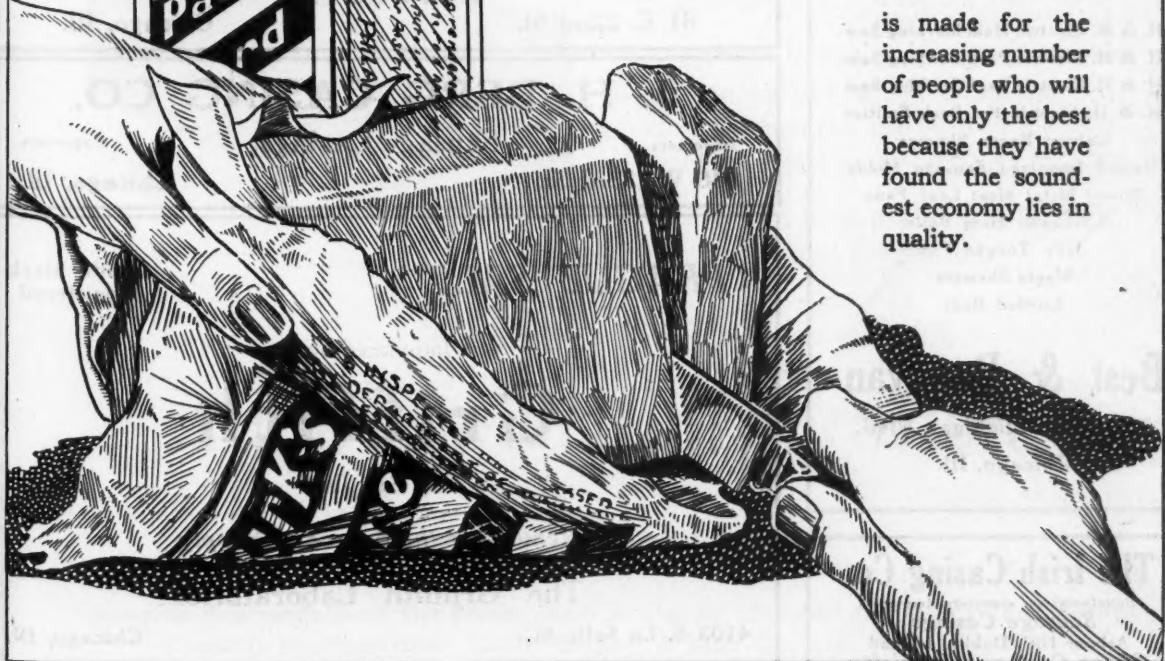
The Paterson Parchment Paper Co.

Passaic, N. J.

Chicago

San Francisco

*Paterson
Vegetable Parchment*
is made for the
increasing number
of people who will
have only the best
because they have
found the sound-
est economy lies in
quality.



Complies with
B. A. I. Requirements

REX BRAND

The King of Nitrates

Write for Prices
Immediate Deliveries

Double Refined Nitrate of Soda Prompt Shipment

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SAN FRANCISCO SALT REFINERY
SAN FRANCISCO, CALIFORNIA



CASINGS PRODUCE CO., Inc.

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Tel: Whitehall 7916-7917-7918

Cleaners and Importers Sheep
and Hog Casings

E. E. SCHWITZKE, Pres.

SAYER & COMPANY, Inc.
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New York London Hamburg Montreal Sydney Christ Church, N. Z.

THE INDEPENDENT CASING & SUPPLY COMPANY
1335-1347 West 47th St., Chicago Hammerbrookstr 63/67 2, Hamburg
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IMPORTERS EXPORTERS

M. ETTLINGER & CO., Inc.

Importers, Exporters and Cleaners of Sausage Casings. A large
stock of all kinds of casings constantly on hand

Established 1902

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H. & H. Electric Beef Scribing Saw
H. & H. Electric Fat Back Splitter
Calvert Bacon Skinner
United Improved Sausage Molds
Monel Metal Meat Loaf Pans
Adelmann Ham Boiler
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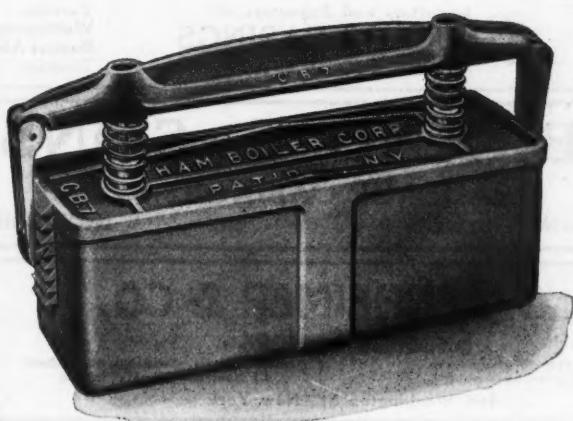
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Its appetizing appearance and wonderful flavor insure large profitable sales.

There is no waste. It is slicable from the first cut to the last, and each slice is just the size desired for sandwich or cold meat serving purposes.

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PERHAPS you think about lard pails only once in a while. But we think of them *all* the while. Lard Pails and Cans are our business! We constantly strive to improve manufacture; to develop needed styles and designs; to expand facilities; to anticipate the delivery-demands of the largest contract or the smallest order.

And what is the result? Simply this: when you *do* call on us—for advice, prices or containers—we are ready! We serve hundreds of lard packers and shippers now. But we're ready to serve *you* too. May we demonstrate?



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**UNITED STATES
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Lithographed, Printed and Plain

5 Ton
10 Ton
15 Ton
20 Ton

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Should Be Nothing Else But Ridgways. Why?

Because the Ridgway Big Elevator is the only elevator made whose owner after use a year or two will dare get on with the 5, 10, 15 or 20 ton load for a ride up.

What is he scared about?

He don't know but his elevator may have been overloaded and overstrained and is all ready for a break and drop.

The load on a Ridgway Elevator can never be more than the area of the lifting cylinder multiplied by the steam pressure.

The big Ridgway Elevator does away with the big and dangerous counterweights.

The big Ridgway Elevator stops level with floors.

And save the plates of storage batteries on the electric trucks.

Here are some of the many well known concerns who have big Ridgway Elevators. 3 times 7 is 21—for luck! Go see them. Have lots more. Note these are all Aa millionaires.

Packard Motor Car Co.,	Detroit, Mich.	5 tons capacity
General Electric Co.,	Pittsfield, Mass.	10 tons capacity
Standard Underground Cable Co.,	Perth Amboy, N. J.	5 tons capacity
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Hammersley Mfg. Co.,	Garfield, N. J.	6 tons capacity
Crocker Burbank Co.,	Fitchburg, Mass.	5 tons capacity
Lowell Bleachery,	Lowell, Mass.	5 tons capacity
Ohio Injector Co.,	Wadsworth, Ohio	5 tons capacity
American Radiator Co.,	Bayonne, N. J.	5 tons capacity
St. Lawrence Paper Mills, Ltd.,	Three Rivers, Que.	5 tons capacity
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Wheeler Osgood Co.,	Tacoma, Wash.	10 tons capacity
Okonite Co.,	Passaic, N. J.	10 tons capacity
Brown Paper Mills,	Monroe, La.	6 tons capacity
Paterno Parch. Paper Co.,	Bristol, Pa.	5 tons capacity
Public Service, N. J.,	Newark, N. J.	8 tons capacity
Backus Brooks Co.,	Kenova, W. Va.	10 tons capacity
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Uncle Jake says—



The true value in any commodity is that priceless ingredient which cannot be bought and sold.

The honor and integrity of the manufacturer is wrapped up in every case of

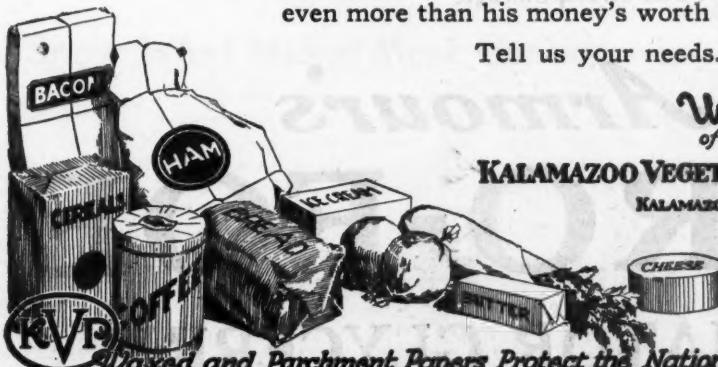
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and I'm the "watch-dog" to see that every user gets even more than his money's worth every time.

Tell us your needs.

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS.

PUBLISHED EVERY SATURDAY

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Vol. 75

Chicago and New York, November 20, 1926

No. 21

How Do You Figure Lard Prices?

"How do packers figure their lard selling prices?" is a question one packer asked in THE NATIONAL PROVISIONER of November 6, 1926.

Replying to this John W. Hall—who certainly is entitled to be called an authority on lard—has this to say:

"Nobody knows."

The majority of them do know, however, that to get out whole boxed lard, delivered New York, costs 2c per lb. over loose Chicago basis. When refined lard is sold at less than this basis the packer is losing money.

Why it is done is a conundrum that cannot be solved. A prominent packer made the following remarks after the convention recently held:

"I have talked with a great many packers, and without any exception they all wanted to know how low hogs would be bought, entirely overlooking the fundamental fact that it makes no difference what they sell at, if the product therefrom is disposed of on a living margin."

And that's the answer to the present unexplainable condition. Until packers figure costs correctly and get a fair price for product, the packing business will be a deplorable one.

A Story to the Point.

A director of the Department of Agriculture was praising the summer's "swat the fly" campaign.

"The fly will be exterminated in the end," he said, "and that will be a good thing."

True, there are scientists who from certain points of view stand by the fly, but their point of view is like the clothing dealer's:

A clothing dealer had to go downtown to see about his insurance, and he left the shop in charge of his son Joey.

"You understand the price marks, Joey?" he said. "Five dots for \$25, six dots for \$30, and so forth."

"Sure, father, sure," said Joey.

Well, when the man got back his son Joey said:

"I had pretty good luck, father, I sold three pairs of \$5 pants and six of them \$55 suits."

"But look here, Joey, we ain't got no \$55 suits. Our \$35 suits is the highest."

"Then the marks is wrong, father."

The clothing dealer lifted his eyes and hands solemnly heavenward.

"Joey," he said. "God bless the flies!"

The lesson in this story is obvious.

When packers' price marks are correct they will prosper and their buyers will get a fair deal, which is all they could expect. And in any business it goes without saying that no organization can endure unless it is operated on a cost plus basis.

[What is your opinion, Mr. Packer? How do you figure your lard prices? Or, do you just take what you can get.

Write THE NATIONAL PROVISIONER your idea about the present lard situation, and the prices packers are receiving for this important product.]

Agricultural experiment stations are cooperating in a concerted effort to fix the responsibility for such "quality-determining characteristics" as flavor, tenderness, and nutritive value.

Wholesale and Retail Cuts Shown.

Although results are as yet limited, and are not to be regarded as conclusive, superficial differences in quality of meat brought about by different practices in handling the live animals will be shown in this exhibit by wholesale and retail cuts of meat from animals furnished by these cooperating agencies.

A difference due to breeding will be indicated by two 18-months' old steers sent by the Mississippi station. One will be a scrub animal, the other a high-grade Angus, and both will have been fed and handled exactly the same during the past year. They will be slaughtered upon arrival and their carcasses hung up in the large refrigerators built for the exhibit. It will take no expert to detect the superiority of the high-grade Angus carcass. The same differences in older cattle will be illustrated by two animals from the North Dakota Station.

Three steers from the Nebraska Station will show the relation between age and quality. They will be of the same grade, but of different ages and will weigh approximately 600, 900 and 1,200 pounds respectively.

The superior finish of calves fed grain on pasture as compared with those carried on pasture alone will be apparent in animals from the Sni-a-Bar Farms and the Missouri station. The better quality produced in aged cattle fed on grain following pasture as compound to grass alone will be shown by animals from the Virginia and West Virginia stations.

Work With Hogs and Sheep Also.

While the greatest problems in quality in meats have been concerned with cattle because of the greater variation in beef quality, some work is being done also with sheep and hogs. Lamb carcasses from Ohio will illustrate the difference in carcass produced by lambs that are wormy as compared with lambs that were treated to eradicate worms. The department's station at Middlebury, Vt., will send a ram lamb and a wether lamb to show the superior carcasses produced by the latter. The Institute of American Meat Packers will show three grades of lamb carcasses; choice, medium and common.

(Continued on page 51.)

To Show What Makes Meat Quality

Interests identified with livestock and meat production recognize that there is quality in meat as in other products. Animals apparently alike on the hoof may differ in the quality of their flesh, depending upon how they have been bred, fed, at what age finished, and according to numerous other factors not yet fully determined.

"Quality in meat" will be featured in an exhibit in which the United States Department of Agriculture will participate at the International Livestock Exposition in Chicago, November 27 to December 4.

In years past, because experimental research was confined largely to problems

dealing with breeding, economical feeding and management from the stockman's point of view, and ending when the animals were ready for slaughter, the exhibits at the International necessarily taught only these lessons. Recent research is going as far as the dining table in an effort to determine what factors in livestock production influence quality in meat.

The factors regarded at present as of most importance are age, sex, breeding, and various methods of feeding, such as grass alone versus grain on pasture, and dry-lot feeding. The United States Department of Agriculture and 22 State ag-

Helping the Packer in Foreign Markets

Institute Committee Gives Valuable Aid and Advice

Every meat packer in America is directly affected by conditions in foreign markets, whether or not he exports his products. So closely is the packers' prosperity tied up with happenings abroad that any material change over there is instantly felt by the industry here.

To give member-companies and the trade in general the benefit of expert advice and representation on such matters, the Institute of American Meat Packers maintains a Committee on Foreign Relations and Trade. A report of the very important work of this committee, as made to the recent Institute convention, is given below.

Copies of the entire set of reports printed in leaflet form by THE NATIONAL PROVISIONER, may be obtained by members upon application to the Institute of American Meat Packers, 509 So. Wabash Ave., Chicago, Ill.

Report of Committee on Foreign Relations and Trade

By Charles E. Herrick, Chairman.

Nine meetings of the Committee on Foreign Relations and Trade have been held during the Institute year. In addition, three meetings of a special sub-committee appointed to consider the trade in casings with the Netherlands have been held. Twenty-one bulletins have been issued covering 75 subjects of interest and timeliness to exporting members.

The past twelve months have been a period of increasing activity in the Committee; the demands on the time of members in giving personal attention to the negotiations and the volume of correspondence made necessary by the work have been greater than in the past. Members of the Institute will be gratified to learn that a great deal of useful work for their foreign departments has been accomplished, much of it of a nature that cannot well be detailed in this brief report.

British Health Regulations.

Probably the most important single subject to engage the attention of the Committee during the past year has been the new regulations of the British Ministry of Health covering the importation into Great Britain of cured meats, etc. These regulations, which will go into effect on July 1, next, prohibit the use of borax as a preservative on imported meats.

For many years the British trade has been specifying the use of a small amount of powdered borax as a preservative on meat shipments. The new regulations will make a considerable modification in the method of packing and shipping.

Before the order was promulgated and during the period when consultations with the Minister of Health were being held by trade leaders and associations in Great Britain, the Institute was frequently consulted informally as to the feasibility of some of the proposals. While, of course, the Committee did not take a direct part in these negotiations, the opinion of our

shippers was taken into consideration by these individuals and organizations. In that way, voice was effectively given to the opinions of the industry.

The general thought of the Committee is that when the new regulations go into force and are working regularly, the effect will be an improvement in the export trade of American meats. It is believed that probably a good deal of speculation and much of the dissatisfaction that accompanies that practice will be eliminated. The change will also call for more regular shipments throughout the year and, in that way, tend, in the opinion of the Committee, to stabilize the trade. The Committee would like to put on record a note of the cordial co-operation it has received from the British associations in connection with the promulgation of the new regulations.

Changes in Shipping Methods.

In order to meet the new British conditions of import, changes in shipping methods apparently will have to be adopted. Experimental shipments have been carried out by several member companies of the Institute. Following up their experience, a joint conference was held at the Institute offices on June 11 at which there was a round table discussion by representatives of the North Atlantic U. K. Conference with members of the Institute's Committees on Foreign Relations and Trade and Traffic. Proposals made then are being actively followed up.

In addition, a sub-committee has been appointed to consider every phase of the new import regulations. The sub-committee will hold meetings soon.

The Committee has been in communication with the Liverpool Provision Trade Association and the Liverpool Meat Importers' Association for a small change in the wording of the C. I. F. contract in the clause covering weights of pig carcasses. The idea is to bring the wording more into line with what the Committee considers the best practices of the trade and the usual methods of trading. The matter is still in negotiation.

Dutch Trade in Casings.

In the course of the year, the Nether-

lands Association for the Trade in Fats, Oils, and Oleaginous Seeds, forwarded a proposed form of contract to cover the trade in casings with Dutch merchants. This was the subject of meetings by a special sub-committee that included technical men in casings departments of member companies. After lengthy consideration, it was decided that the nature of product did not lend itself to precise definition and standardization as did other packinghouse products.

The Committee, therefore, authorized the Chairman to inform the Dutch Association that it was unable to recommend the adoption of the form of contract they had proposed. There is still pending a suggestion on the part of the Netherlands Association for changes in the contract covering dry salt meats. This will be carried over on the program of work for next year.

In this connection, the Committee regrets to report that a good deal of dissatisfaction has been expressed within the last few months of conditions surrounding arbitrations in Rotterdam. Steps have been taken to bring this matter to the attention of the Netherlands Association so that conditions complained of may be rectified, if possible.

The matter of "Dutch lard" made from American white grease has been given a good deal of thought by the Committee. Negotiations have been handled to a great extent through the Institute's Washington representative who has been in close touch with the Departments of Commerce and Agriculture.

"Dutch Lard" Question.

The conditions of that trade are well known to members and need not be recapitulated, but it may be stated that the prohibition of the importation of "Dutch lard" into Great Britain and Germany during the year was reflected in trade conditions in Holland, and the Committee is informed that recently a considerable diversion of the trade seems to have been brought about, as some of the smaller countries adjacent to Germany have shown large increases in their imports of "Dutch lard." The competitive bearing of the manufacture of this produce from American white grease on pure American lard in European countries will continue to be carefully watched.

A good deal of negotiation has been carried on with the Departments of the U. S. Government regarding suitable export certificates for casings to several of the Central European countries. Owing no doubt, to the fiscal situation, the import regulatory conditions there appear to be in a state of flux.

(Continued on page 51.)

PACKERS OFFER PRIZES.

Winners of medals offered by the Institute of American Meat Packers for the best bred cattle, hogs, and sheep shown at the Junior Live Stock Show at South St. Paul, November 9, 10, and 11 were as follows:

Herefords.—Miss Lydia Potter, Springfield, Minn., yearling Hereford steer.

Aberdeen Angus.—Wayne Naugle, Ada, Minn., purebred Aberdeen Angus calf.

Shorthorn.—Gerald Rickett, Luverne, Minn., purebred Shorthorn yearling.

Duroc Jersey.—Henry Roningen, Pelican Rapids, Minn., best-bred Duroc pig.

Poland China.—Geo. Tellier, Farmington, Minn., best-bred Poland China pig.

Chester White.—Wilbur Utley, Preston, Minn., best-bred Chester White pig.

Southdown.—John Heideman, Jr., Montevideo, Minn., best-bred Southdown lamb.

Shropshire.—Rose Malinski, Le Sueur Center, Minn., best-bred Shropshire lamb.

Hampshire.—Ellsworth North, Vernon Center, Minn., best-bred Hampshire lamb.



CHARLES E. HERRICK.

November 20, 1926.

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Steps Forward in Meat Practice

Latest of New Ideas is Synthetic Sausage Casing Developed After Ten Years of Experimental Tests

XI—A Vegetable Sausage Casing

This is the eleventh in a series of articles describing new methods and equipment in the meat industry, and new ideas for the improvement of operating and merchandising methods in the trade.

The preceding article in this series, which appeared some months ago, described a new hot water sausage cooker which has revolutionized methods in the sausage rooms.

Ever since sausage was made, animal casings have been used as containers for those varieties of product requiring such preparation for market.

Because of certain difficulties connected with the use of such casings, those interested in the production of sausage on a large scale have sought for some substitute for this natural container. Not that such a substitute was considered necessary, or even economical, but because of the constant human search for "something better."

So-called artificial casings have been produced from time to time, but have not proved practical.

About ten years ago a serious scientific investigation of the subject was undertaken under the direction of the Mellon Institute of Industrial Research, of the University of Pittsburgh. It was on Feb. 8, 1916, that the Food Container Fellowship was established at that institution by Erwin O. Freund of Chicago, the purpose being, as the Institute report states, "to work out a synthetic casing which could be used in the manufacture of sausage and weiners."

This work is now announced as completed by the Mellon Institute, and a complete report submitted on what is claimed to be a practical sausage casing, of vegetable origin, edible, and approved by the U. S. meat inspection authorities.

Because of inquiries which have been received by THE NATIONAL PROVISIONER, not only from the United States, but also from other countries of the world, a report is here given on the history of this investigation, its results and the claims made for the new product.

The New Sausage Casing

It is stated that tests with this casing were carried on over a long period of time in the sausage department of the Fried & Reinemann Packing Co., Pittsburgh, Pa., one of the best-known packers of the East. It is stated also that several large sausage manufacturers of Chicago have tested it.

Many advantages are claimed for this new container. It comes ready for use, requires no soaking, flushing or stripping on to the stuffer. It is said to take a good color.

The sausage may be sold in the casing, or it can be stripped from the meat after

smoking and cooking, and a firm product is obtained that can be cooked in water or fried on a hot plate.

Operating methods are described as follows:

How the Casing is Handled.

"The operation in the sausage room is



CASING ON STICK READY TO PUSH ON HORN.

practically the same as with natural casings, with a few essential differences which make for speed and efficiency, but which should be learned by demonstration if they are to be effective.

"The casings are received by the user dried and mounted on wooden sticks. A rubber band is removed from one end of the stick which is then inserted into a patented stuffer horn and the casing is trans-



SLIDING CASING FROM STICK ON TO SPECIAL STUFFER HORN.

ferred to the horn with one sweep of the hand. This eliminates soaking, opening of hanks, flushing and stripping.

"A patented, flare-shaped end piece is put on the horn and the casing is then stuffed in the usual manner. Up to this point the entire operation is kept dry. From here on, water may be poured over the sausage or not, as is most convenient.

"Linking, either single or paired, may be carried on as usual, but should be given



CASING DRAWN OVER END OF HORN READY TO STUFF.

special attention, as the casings are straight and liable to become untwisted. Untwisting can be avoided by careful picking up and hanging on the smoke-sticks.

"However, the manufacturers have patented what is called a self-linking smoke-stick, which forms the link by wedg-

shaped wires and eliminates twisting entirely. The operation is much more rapid than ordinary linking and automatically produces absolutely uniform sausages.

Handling the Product.

"The sausages are smoked or dipped and cooked as usual. The casings take a fine color.

"After hanging in the cooler over night, the frankfurters are ready to be skinned, if this is to be done by the sausagemaker. The frankfurters are first cut apart and one end of the casing untwisted. A tear is then started and the casing drawn off as a glove."

Some sausagemakers are marketing the sausage with the casing on, it was reported. When this is done a booklet is used explaining to the housewife how to remove the "skin."

Other sausagemakers strip the casing off as directed, and wrap the frankfurters in one or two pound packages, wrapped with cellophane, or place in cartons with cellophane windows.

The casings and their contents can be heated in water or grilled in the usual way, resulting in a firm, juicy sausage, it is claimed.

The machines for making this new casing are of unique design and each one is capable of turning out in the neighborhood of 40,000 feet of casings per day.

On a Commercial Scale.

Researches were carried on in the search for such a casing, as stated, at the Mellon Institute for Industrial Research, Pittsburgh, Pa., under the Erwin O. Freund Food Container Fellowship. The casing is being manufactured on a commercial scale by the Visking Corporation of Chicago, of which Mr. Freund is the president. In discussing the new product and its possibilities, Mr. Freund said:

"The Visking Casing is just now making its way on to the market, after exhaustive trials, in which several of the leading sausagemakers of Chicago participated. It is supplied to the trade in 35-foot lengths and in any diameter desired.

"The casing comes ready for use and requires no soaking, flushing or stripping on to the stuffer horn. As these casings are mechanically made, the sizes are absolutely uniform and make it possible to put out uniform frankfurters so much desired by the public.

"Coming as they do in long lengths, free from holes or bad spots, the saving through their use is considerable."

An additional unique property of this casing was pointed out. That is that it can be entirely removed from the frankfurter after smoking and cooking, leaving a firm, marketable and usable product.

Search for a Substitute

[The following is a digest of the official report of the Mellon Institute on "Cellulose Sausage Casings" by William F. Henderson and Harold E. Dietrich, and published in the Journal of Industrial & Engineering Chemistry for November, 1926.]

The story of the invention and perfection of an edible synthetic casing for use in stuffing sausage is one of the most interesting chapters in the growth and de-

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velopment of the meat packing industry. It is a story of long search, thorough and painstaking study—typical of the method in which the trained scientist goes at the solution of a problem—and limitless patience.

The study was begun more than 10 years ago at the Mellon Institute of Industrial Research, University of Pittsburgh, when Erwin O. Freund established a fellowship there. It was called the Food Container Fellowship, and its purpose was to work out a synthetic casing which would be used in the manufacture of sausage and wieners.

It was first determined that the best material available for the purpose was cellulose, and that what is known as the viscose process of manipulating it was the most suitable. The material found most satisfactory was a high-grade type of purified cotton linters.

Made from Cotton Linters.

By means of a chemical process the cellulose obtained from these linters was converted into a fluid or plastic condition. The next step was to develop some practical way to form it into seamless tubes or casings. Several years were spent in solving this problem.

"The early attempts to produce seamless tubes on this Fellowship," says the report of the Mellon Institute, "consisted in coating cylindrical forms with viscose; after rendering the viscose insoluble the tube was slipped off. In order to secure tubes for testing purposes, this method was developed until seamless tubes of cellulose could readily be made one inch in diameter and five feet long.

"This was accomplished by arranging a piece of enameled iron pipe with bearings so that the pipe would rotate slowly. As this pipe turned, the viscose was painted on as smoothly as possible. The tube was then heated by electric wires and the viscose dried * * * * * The mandrel was then immersed in water, and when the cellulose film had soaked up it could be slipped off very readily.

Machines for Making Casings.

"This method of coating a mandrel was not very satisfactory, principally because the cellulose tubes could not be made uniform in thickness. Furthermore, the length of the tube was limited by the length of the mandrels, and these could not be very long."

To overcome these objections, an apparatus was then developed in which viscose was forced out by means of compressed air in such a way that it was possible to draw out a continuous film or tube. This was found to work quite well, and a number of experiments were carried on with it on various materials.

The small machine in the laboratory was able to produce only about 100 feet of casing at a time, which was too small a quantity to be used to test the casings commercially. Accordingly a small unit



REMOVING THE CASING FROM FINISHED PRODUCT.

Either before sale or after reaching consumer's hands.

plant was erected in a small building near the Mellon Institute. The same general principles were followed, and a sufficient quality of casings were produced so that they could be tested out under actual plant conditions.

At the same time, a method was devised to permit the newly-made casings to dry rapidly and uniformly, and this resulted in what was declared to be an absolutely uniform casing as to size and thickness.

"Through the kindness of the Fried & Reineman Packing Company of Pittsburgh," the report goes on, "a very fortunate arrangement was made whereby the casings could be tried out under normal industrial conditions.

Poor Results at First.

"The first tests made gave very poor results, due, mainly, to bulging and bursting of the casings during stuffing. A few strings of wieners were made, however, and these were linked up and later smoked and cooked."

Then it was discovered that the wet cellulose casings would not slip easily on and off the stuffing horn. This was a problem that was very difficult to solve, and a year was spent on it. Various kinds of edible lubricants were used, with indifferent success.

Finally it was suggested that the casings might be tried dry, with no lubricant of any sort. This was tried, and was found to be most satisfactory, and is the method now in general use with this type of casings.

A Fortunate Discovery.

"The use of the dry casings," says the report, "has made it possible to eliminate the soaking and preparation which were always necessary with animal casings."

"The cellulose casings come to the sausage maker shirred on new hard-wood dowels. The operator places the dowel against the end of the stuffer horn and slips the entire length of casing onto the horn with one motion of the hand. The casing is next stuffed under dry conditions in the usual rapid manner, and the sausage is then wet with water and linked in any way that the manufacturer desires."

The advantages claimed for these syn-

thetic casings in the Mellon Institute's report are as follows:

The Advantages Claimed.

"1. The casings are clean and unquestionably satisfactory from every hygienic or sanitary standpoint.

"2. They are not subject to rapid putrefaction as are animal casings.

"3. The casings can be made in any size desired and can be made uniform in that size. The strands can be made any length.

"4. The cellulose casings are received by the packer in a dry condition, ready for use, and therefore the preliminary preparation of casings as carried on at present in the packing house is eliminated.

"5. Stuffing can be done more rapidly than with animal casings.

"6. The sausage packed in cellulose casings are perfectly comestible, and may be cooked in any manner and eaten with no difficulty."

Points of Law for the Trade

Legal information on matters affecting your daily business that may save you money.

SLAUGHTERHOUSE MUST SERVE ALL.

A city ordinance of the city of Atlanta, Ga., declared that every licensed slaughterhouse should slaughter for the public without discrimination.

One slaughterer, Schoen Bros., Inc., operated a licensed slaughterhouse in Atlanta. Plyant, a wholesale butcher, alleged that the company refused service to him. The question is, in effect, whether or not the ordinance is valid so that one who operates a licensed slaughter house and refuses to slaughter for a member of the public, is liable to damages.

The court held that the slaughterhouse company is liable. The business of slaughtering animals is affected with a public interest, and the regulation thereof is within the police power of the city. The ordinance must be sustained as valid. (Schoen Bros. Inc. v. Plyant, Georgia, 134 S. E. Rep. 304.)

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for week ending Nov. 13, 1926, 5,794,000 lbs.; previous week, 5,363,000 lbs.; same week, 1925, 2,977,000 lbs.; from Jan. 1 to Nov. 13, 160,481,000 lbs.; same period, 1925, 152,741,000 lbs.

Shipments of hides from Chicago for week ending Nov. 13, 1926, 6,220,000 lbs.; previous week, 6,017,000 lbs.; same week, 1925, 5,183,000 lbs.; from Jan. 1 to Nov. 13, 230,622,000 lbs.; same period, 1925, 211,814,000 lbs.

SWENSON EVAPORATORS-

*The Recognized Standard
for Animal By-Product Liquors*

Swenson Evaporator Company

(Subsidiary of Whiting Corporation)

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November 20, 1926.

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THE NATIONAL PROVISIONER

A Show for the Meat Trade

Packers and meat dealers who are interested in seeing the finest types of animals ready for slaughter can gratify their curiosity by a visit to the International Livestock Exposition which opens at Chicago the end of November.

Here the most perfect beef steer, barrow and wether will be on exhibition, as well as the most typical breeding herds. The show is purely a meat animal show, combined with an exhibit of the grains that go into livestock production, and with the meats the best types of animals produce.

It is this show, held at the close of the season, which gets the prize winners from fall state fairs and livestock shows at other market centers. The "bluebloods" among meat animals are to be found here, as individuals and in car lots.

In recent years meat features have been added to the show. Carcasses and cuts are shown of beef, pork and lambs of different grades, for the different classes of trade both domestic and foreign, and from soft and firm hogs. This has been a valuable addition to the show, for the visitor now can see the type of animal that will produce the highest quality of meat on the market, and he can see the kind of meat produced by such animals.

The show has much to offer those interested in the meat industry.



Product Prices Out of Line

Product prices, particularly light averages of green hams, picnics and bellies, show considerable decline compared with prices of a week ago. This is doubtless a psychological decline in keeping with easier hog prices and an increased number of light hogs in the runs.

Cured product prices are also declining in spite of the fact that this product was put down at a high cost.

Product prices have been out of line with hog prices. For some time they have been more nearly on the basis of \$10 hogs than of the \$12 and \$13 levels that actually prevailed. The decline registered on live hogs should not have been reflected in product prices, especially as long as the average price of hogs remains above \$12.

If cured product prices are going to be beaten down to the level of green product cut from cheaper hogs, packers will have a poor realization on their carry-over into the new packing year.

At no time should they fail to remember that lard prices are well below manufacturing costs, and that from 10 to 15 per cent of their hogs are lard. Declining prices on cured product offer little opportunity to absorb lard losses.

Meat Train Sells Meat Idea

Broadening the consuming public's knowledge of meat and meat products is the object back of a special demonstration train that is being run by the Pennsylvania Railroad over its lines in Ohio.

In the past practically all demonstration trains have been made up with the idea of appealing to the livestock producer to improve his market animals. Such trains had only a passing interest for meat consumers, as most of them give little thought to the kind of livestock that produce their meat supplies.

This train consists of five cars—two baggage cars, two coaches and a business car. One of the baggage cars is used for carcasses and cuts of meat of varying quality, comparable to live animals shown in the other baggage car. The coaches are used for lectures on meat and the right way to cook it.

Three agencies have cooperated with the railroad to make the train a success. One of these, Ohio State University, has loaned the services of its livestock, meat and home economics experts, the U. S. Department of Agriculture has contributed the services of a meat expert, and the National Live Stock and Meat Board a home economics expert, in addition to large quantities of literature on meat and correct methods of handling and cooking.

An average daily attendance on the lectures given at the various stops is estimated at one thousand persons. A special effort is made to reach the housewives in each town, and to give to the high school girls who are the housewives of tomorrow a better understanding of meat and its value in the diet.

The close cooperation of packers and retail meat dealers throughout the state of Ohio has been a contributing factor to the success of the train.

Educational publicity for any product is essential in this day and age. Millions of dollars are spent by the manufacturers and purveyors of foods in acquainting the public with their product. All of these compete with meat for the consumer's dollar. If the meat industry stays in the background and fails to bring its product to the attention of the consuming public at all times, it can only expect to get a smaller and smaller portion of the buyer's dollar.

Meat trains and similar educational activities to further the cause of the product of manufacture of the packing industry can well have the full support of every packer and meat dealer. There should be more activity of this sort in every thickly populated section of the country.

PRACTICAL POINTS FOR THE TRADE

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Cooked Italian Salami

A sausagemaker living in a community where there are many foreign-born residents says there is a demand there for a cooked salami.

Different brands of this product are being sold in his vicinity, and this manufacturer wants to put a similar product on the market. He says:

Editor The National Provisioner:

Can you tell us how to make cooked Italian salami? Such a product is being sold in this community under several different names, and we wish to supply our retailers with it also. There are a large number of Italian residents in this section with whom such a sausage is popular. Any assistance you can give us will be much appreciated.

Sausagemakers appear to know of no such product as cooked Italian salami. The product known as "Italian salami" is always air-dried and stuffed in hog bungs. However, following is a meat and spice formula which it is believed will make a very satisfactory product:

Meats:

- 40 lbs. boneless beef, trimmed
- 45 lbs. extra lean pork trimmings
- 15 lbs. back fat trimmings

100 lbs.

Seasoning for 100 lbs. meats:

- Salt to taste, usually 3 lbs.
- 8 oz. white pepper
- 4 oz. granulated sugar
- 2 oz. saltpeter or nitrate of soda
- 2 oz. peeled garlic.

Recipe for Boiled Salami.

One sausagemaker makes the following suggestion for a recipe for boiled salami:

80 lbs. lean pork trimmings, cut and spread on bench

2 lbs. salt

6 oz. saltpeter

1 lb. granulated sugar.

4 kernels garlic. Rub with salt and dissolve in hot water.

Mix these ingredients well and let stand until morning. Run through 3/16 in. plate, adding

10 lbs. back fat cut in small cubes

6 oz. coarse ground black pepper

1/2 oz. red pepper

10 lbs. cured beef trimmings made into an emulsion.

Mix the ingredients well and stuff in beef rounds. Hang up to dry for 48 hours. Smoke in cold smoke for 24 hours, after which cook for 3 hours, at 145 degrees. Be sure not to exceed 145 degs. Hang up to dry in 60 to 70 degs. temperature, avoiding draft. This product must be boiled 10 minutes before serving.

Frankfurts in Cans

A Pacific coast manufacturer of meat food products wants to know how to can frankfurts. He says:

Editor The National Provisioner:

We want to can frankfurts and any information you may have pertaining to this process will be greatly appreciated.

Wherever meats are to be canned the manufacturer should have a retort for

processing the cans. This is the way to be absolutely certain that the product is thoroughly sterilized, and that it will keep perfectly.

In canning frankfurts, some concerns make a business of canning a high-grade product, but much of the canned sausage is made up from a less expensive formula.

As a rule the meat used in the sausage is cured first, only enough fresh meat being added during the chopping process to regulate the salt flavor.

The product is then stuffed in sheep casings, linked off 21 inches long and smoked thoroughly. If stuffed in medium sheep casings, it is cooked about 3 minutes, at a temperature of 170 degs. F., after smoking.

When the product is chilled, it is cut in the desired length for the various cans. After carefully packing the frankfurts in the can, pour about 2 oz. of soup stock over them before closing the can. This is sufficient for 1-lb. cans. The quantity should be increased accordingly for the heavier weights.

The half pound cans are processed in a retort for about 1 hour and 15 minutes; the 1 lb. cans 1 hr. and 45 minutes; two pound cans, 2 hours and 15 minutes; all under 8 lbs. steam pressure.

Formula and instructions for making frankfurts can be secured by subscribers by sending a 2c stamp, with request, to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

What is the method of procedure in making neatsfoot oil? Ask "The Packer's Encyclopedia," the "blue book" of the meat trade.

Temperatures!

Do you watch them

- In the hog scalding vat?
- " " rendering kettle?
- " " lard tank?
- " " ham boiling vat?
- " " sausage kitchen?
- " " smoke house?
- " " meat cooler?
- " " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Reprints of articles on Temperature Control in the Meat Plant which ran in THE NATIONAL PROVISIONER may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp.

THE NATIONAL PROVISIONER,
Old Colony Bldg.,
Chicago.

Please send me reprints on Temperature Control in the Meat Plant.

Name

Address

City

Enclosed find a 2c stamp.

Using Horns and Hoofs

A Southern packer asks how to handle horns and hoofs to use them to the best advantage. He says:

Editor The National Provisioner:

Will you please send us directions for the handling of cow horns and hoofs; also as to the place of storage, whether in a absolutely dry place or just a shed.

We have never before handled anything of this sort and would like full particulars.

The inquirer asks for directions for the handling of cow horns and hoofs.

Horns.—Horns are sawed from the head where they are attached to the skull. They are then dropped into a vat of hot water and held there at 140 to 150 degs. F. for fifteen minutes or until the horn pith will separate from the horn. The pits are valuable for grease and especially for glue stock.

Care must be exercised in the drying of horns. Artificial heat will cause cracked horns. Neither should they be dried over steam coils. The best way is to store them in a good dry room where there is a complete circulation of air, and slowly air-dry them.

Horns are graded as follows:

No. 1.—100 lbs. av. per 100 pieces. The tips must be clear and perfect.

No. 2.—Range from 65 to 85 lbs. per 100 pieces, averaging 70 lbs.

No. 3.—These are steer and cow horns weighing 30 to 65 lbs. per 100 pieces.

No. 4.—This grade includes all bull horns, crabs and culs. These horns have 3 in. cutting space in length.

All horns must be free from dirt and thoroughly air dried.

Hoofs.—When the cattle feet come to the bone house, the shins are sawed off just above the knuckle or joint. The feet are then scalded in water just below the boiling point for about 10 minutes, or until the hoofs can be separated. The bulk of hoofs are dried and ground up and sold as hoof meal, which is valuable for use as a fertilizer.

Very white or very black hoofs or hoofs that are striped are saved if they are in good condition. They are carefully air-dried and sold to the manufacturers of buttons and imitation ivory products. No. 1 white hoofs weigh 20 lbs. and up per 100 pieces, and must average 22 lbs. per 100 pieces. No. 2 white hoofs weigh 16 to 20 lbs. per 100 pieces and must average 18 lbs. The same specifications apply to No. 1 and No. 2 black or striped hoofs.

All hoofs not sold for manufacturing purposes are dried or calcined in a steam drier, which requires about 8 hours, and are then placed in a dry corner of the bone room from which they can be shipped. If the packer is manufacturing fertilizer they may be ground and used for this purpose.

How hot should the water be in the hog scalding vat? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

November 20, 1926.

THE NATIONAL PROVISIONER

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Why Boiled Hams Crumbled

A Southern subscriber is not satisfied with the results he has with boiled hams. He complains of their crumpling and being generally unsatisfactory when sliced. He says:

Editor The National Provisioner:

We are of late having considerable trouble with our boiled hams. After the hams are boned, cooked and pressed they seem to be "rubbery," though the flavor is exceptionally nice.

In slicing the ham on the machine, the slices do not hold together. In fact, the ham seems to crumble, and leaves a slice which is perfect on three sides, but will have a deep V-shape on the other side. Of course, it crumbles where the bone is taken out. In other words, the ham does not seem to have binding qualities.

We think possibly some of this difficulty may be due to age, as we have been buying S. P. hams recently instead of buying the green hams and curing them ourselves.

The inquirer states that his firm is having considerable trouble recently with their boiled hams.

After giving the source of his trouble, the inquirer practically answers himself. He says that some of the difficulty is probably due to age. This would have been the first question put to the inquirer, "Are you boning your hams at cured age?"

Also, "Are you handling them as a boiled ham in regard to pumping operations when going into cure?" "Are you getting a close range in the average and curing them accordingly?"

This inquirer practically admits that his hams are overcured. This is a very bad thing. There are few ways by which a company's boiled ham business could be spoiled more quickly.

Full instructions for the handling of hams from the cutting floor to the packing of the cooked ham for shipment have appeared in an earlier issue of THE NATIONAL PROVISIONER. Copy can be procured by subscribers by sending a 2c stamp, with request, to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Federally Inspected Sausage

A Western sausage maker wants to know if he can ship his sausage interstate if it is made of trimmings from government-inspected plants. He says:

Editor The National Provisioner:

When I am using trimmings from a packing plant that has federal inspection, have I the right to advertise my sausage "Made from government-inspected meat"?

Would I have the right to offer this sausage for sale in states other than the one in which I am located?

This sausagemaker asks if he can ship his sausage interstate as it is made from trimmings from a government inspected plant.

If he wishes to do an interstate business he must get federal inspection. The fact that meat used is from a federal inspected plant would not be sufficient. However, this is a credit to this sausagemaker, and he can lay a great deal of stress on this fact in making sales in his immediate territory or within the state.

Application to the U. S. Bureau of Animal Industry, Washington, D. C., should be made for inspection if this inquirer wants to do an interstate business.

Do you use this page to get your questions answered?

Operating Pointers

For the Superintendent, the Engineer
and the Master Mechanic

LUBRICATION ECONOMY.

By W. F. Schaphorst, M. E.

Every man who has taken a technical course in a school or college has doubtless studied the characteristics of oil to some extent, and knows a little about flash point, viscosity, gravity and some of the lesser properties, these three usually being considered the most important.

However, how many of these men ever make use of their knowledge of oil? Probably very few of them do, yet it is right in the oil line where important savings are often possible because it is human for us to "hate to test" an oil.

The only equipment needed for making the three most important tests is usually to be found in any power mill—a thermometer for the flashing test, a pair of scales for the gravity test, and a tin can with a hole in its bottom for the viscosity test.

This apparatus may sound crude, but it is certainly better than nothing, and will be found to give surprisingly accurate results, results that will at least be comparable.

Paying Too Much for Oil.

An acquaintance recently went into a large plant where considerable oil was used and was surprised at the high price that was being paid for oil.

The oil looked just like the oil he had been using before, which was sold at one-quarter the cost of the oil used in this large plant. So he decided to give the two oils a thorough try-out side by side, both by means of physical tests and actual usage in an engine that could be cut out at any time without interfering with the operation of the plant.

He found very little difference in their physical characteristics, just as he had expected, and when applied to the engine he found the lower-priced oil to give best results.

His method with the engine was to run it at normal speed with one of the lubricants and quickly throw a switch at a certain instant, by his watch. He then took the time required for the engine to come to a standstill, at no load. Then he tried the other lubricant under full and no load, just as he had done with the first, and after a time that he judged to be sufficient, he took the stopping time with the second oil. Then he retried the first. Then he retried the second. And so on.

Finally he decided, as I have already said, that the less expensive oil was the best, and he convinced the manager that he was right. The expensive oil is no longer used in that plant.

Thousands of dollars are lost in this way in many a plant, simply because the men who buy the oil believe they are getting the best that can be got by paying the highest price.

Make a comparative test on a machine that is not of great importance to your plant and see if you, too, cannot cut down costs. You can probably cut your bill in two.

A case is reported where a concern formerly paying 37 cents a pound for a "special grease" now pays 5½ cents per pound. Another company saves \$12,000 per year.

Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

TRADE MARK APPLICATIONS.

Seeman Brothers, Inc., New York City. For beef cubes, mincemeat, smoked beef, etc. Trade Mark: WHITE ROSE. Application serial No. 225,739. Claims use since 1900 on some products, and March, 1923 on others.

The Chas. Sucher Packing Co., Dayton, Ohio. For ham, bacon, boiled ham, lard, sausage, souse, bacon bellies, New York style shoulders, cottage butts, luncheon



loaf and chili con carne. Trade Mark: VICTORY BRAND. Application serial No. 215,389. Claims use since 1898.

Anton Oswald, Coaldale, Pa. For pork roll. Trade Mark: PANTHER VALLEY. Application serial No. 235,654. Claims use since Sept. 1, 1918.

SAFETY IN FOOD PLANTS.

The fifteenth annual congress of the National Safety Council, held at Detroit, October 25 to 29, attracted 5,000 people drawn from more than twenty industrial divisions. The Food Section was represented by a large delegation. Many constructive methods were suggested and plans for future activities formulated.

The following men were elected to hold office in the Food Section during the ensuing business year: Chairman, Vern D. Sutton, Safety Supervisor, Postum Cereal Company, Battle Creek, Mich.; Vice-Chairman, F. A. Hasse, Safety Director, Corn Products Refining Company, Chicago, Ill.; Secretary, A. H. Wiedemann, Manager, Engineering Department, Casualty Reciprocal Exchange, Kansas City, Mo. Executive committee: H. T. Egger, Accident Division, National Biscuit Company, New York City; Thomas S. Strohbar, Vice President, Wagner, Taylor Company, Philadelphia, Pa.; Alexander Dienst, Safety Supervisor, National Sugar Refining Company, Long Island City, N. Y.; S. H. Kershaw, National Safety Council, Chicago, Ill.

November 20, 1926.



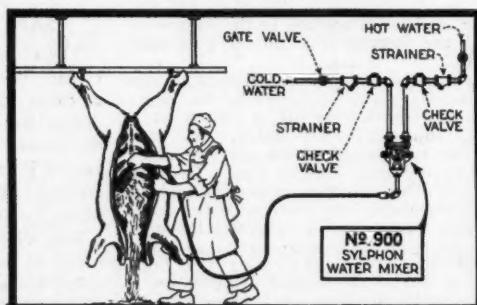
Sylphon Water Mixers Guarantee Properly Washed Sides of Beef

You know that the final appearance of beef sides in the sales coolers depends absolutely on the temperature of the water used in the wash brushes.

You can be sure of always having water at 100° F. for this operation if you install a Sylphon Water Mixer.

Easily connected to the hot and cold water supply lines, it automatically delivers mixed water at the exact temperature for which it is set. The hot water supply must be maintained above this temperature, of course, but the instrument operates dependably in spite of any other changes in temperature or pressure of either hot or cold water supply lines. The Sylphon Thermostatic Water Mixer will not get out of order, and requires no supervision whatsoever.

Ask for Bulletin NPT-110



Sylphon Water Mixer installed to supply 100° F. water for the washing of beef sides.



The Sylphon Bellows, used as the motor element in all Sylphon instruments, is the most accurate, flexible and durable temperature control unit known.

THE FULTON COMPANY KNOXVILLE, TENN.

Originators and Patentees of the Sylphon Bellows
Sales offices in: NEW YORK, CHICAGO, DETROIT,
BOSTON, PHILADELPHIA,
and all principal cities in the U. S.

European representatives: Crosby Valve & Engineering Co.
Ltd., 41-42 Foley St., London, W. I., England. Canadian
representatives: Darling Bros., Ltd., 120 Prince St.,
Montreal, Canada.

TRADE GLEANINGS.

Slight damage was done recently by fire to the abattoir in Arbuckle, Calif.

Schweitzer & Company, wholesale meat dealers in San Francisco, Calif., have moved their establishment from 136 Fifth street to 751 Howard street.

A new two-story slaughter house, measuring 25x85 ft., is soon to be erected in Linden, N. J., by Feldman Brothers. Cost is placed at around \$50,000.

John Morrell & Company, Ottumwa, Ia., is planning to erect another addition to its Ottumwa plant at a cost of around \$35,000. The new structure will be used as a beef plant.

Pine Ranch Provision Company plans to erect a \$20,000 addition to its meat packing plant in Avon Park, Fla., and will install \$30,000 worth of machinery and equipment. The new part of the plant will contain a modern and up-to-date abattoir and also a fertilizer manufacturing department.

CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on November 14, 1926, with comparisons, are announced as follows by the Chicago Board of Trade:

	Nov. 14, 1926.	Oct. 31, 1926.	Nov. 14, 1925.
Mess pork, new, made since Oct. 1, '26, brin.....	423	540	415
Mess pork, made Oct 1, '25, to Oct 1, '26			43
P. S. hams, made since Oct 1, '26, lbs....	2,372,576	1,522,671	1,880,516
P. S. hams, made since Oct 1, '25, to Oct 1, '26.....	17,003,461	10,011,128	4,094,769
Other kinds of lard... 2,764,536	2,801,920	2,854,180	
S. R. sides, made since Oct 1, '26, lbs....	63,248	53,374	23,800
S. R. sides, made prev. to Oct 1, '26, lbs..	615,477	930,892	84,825
D. S. cl. bellies, made since Oct 1, '26.....	3,005,728	3,938,319	4,940,490
D. S. cl. bellies, made prev. to Oct 1, '26.....	8,037,221	9,962,385	7,356,498
D. S. rib bellies, made since Oct 1, '26....	579,309	568,106	915,000
D. S. rib bellies, made since Oct 1, '26.....	1,969,614	3,246,855	3,750,813
Ex. sh. cl. middles, made since Oct 1, '26, lbs.....	148,173	158,380	132,200
Ex. sh. cl. middles, made prev. to Oct 1, '26, lbs.....	54,641	131,328	1,640,741

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Nov. 13, 1926, are reported officially as follows:

Point of origin.	Commodity	Amount.
Canada—Quarters of beef.....	298	
Canada—Smoked pork	4,057 lbs.	
Canada—Pork loins	22,009 lbs.	
Canada—Beef sweetbreads	1,000 lbs.	
Canada—Port butts	14,360 lbs.	
Canada—Port tenderloins	3,130 lbs.	
Canada—Oz tongues	24,465 lbs.	
Canada—Spare ribs	2,968 lbs.	
Canada—Port trimmings	423 lbs.	
Canada—Port tongues	582 lbs.	
Canada—Pork cuts	23,040 lbs.	
Canada—Calf livers	40 lbs.	
Germany—Sausage	8,305 lbs.	
Germany—Smoked pork	6,834 lbs.	
Argentina—Frozen lamb carcasses	4,251 lbs.	
Argentina—Quarters of beef	245 lbs.	
Argentina—Beef extract in jars	11,389 lbs.	
Argentina—Beef cuts	600 lbs.	
Argentina—Canned corned beef	52,944 lbs.	
Holland—Sausage in tins	6,660 lbs.	
Holland—Cooked hams in tins	531 lbs.	
Holland—Smoked pork	1,902 lbs.	
Ireland—Sausage	1,050 lbs.	
Ireland—Smoked pork	2,415 lbs.	
Czechoslovakia—Cooked hams in tins	3,078 lbs.	
Italy—Sausage	45,754 lbs.	
Spain—Sausage	1,123 lbs.	
Norway—Melt balls in tins	1,023 lbs.	
Uruguay—Canned corned beef	482 lbs.	
	247,500 lbs.	

DECLARE ARMOUR DIVIDENDS.

The board of directors of Armour and Company on Friday of this week declared the regular quarterly dividend on the preferred stock of Armour and Company of Illinois, Armour and Company of Delaware and the North American Provision Company. The dividends are at the rate of 7 per cent annually, and are payable January 1, 1927, to stockholders of record December 10.

November 20, 1926.

A Page for the Packer Salesman

Salesman Must Use Head Should Judge Each Situation on Its Own Merits

Here is a salesman—and a mighty successful one at that—who says he doesn't think there can be any set rule on making collections.

The main thing, he says, is to get the money. And whether your bill is presented before or after the order is written is usually a matter of individual choice.

He says:

Editor THE NATIONAL PROVISIONER:

The general topic of discussion on the "Salesman's Page" during the last several weeks deals with a part of the industry which, it seems to me, is of the most importance. That is, money, and when we should collect it.

The writer has been collecting money for one packer only for about six years, and can speak only from this short experience. But I do not believe that any set rule or set of rules can be applied successfully to this end of the business, because you deal with every conceivable type of personality and nationality.

Results are what count these days. What difference does it make whether I poke a statement in front of my customer's face the minute I step in the door and tell him to pay up, or whether I sell him an order and tell him to pay up or I won't ship the goods, as long as I continue to get the lion's share of the business year in and year out and have no "past dues" at the end of the month?

In my estimation a salesman is supposed to be a good enough business man to take care of this collecting end without any set of rules to go by. He should have enough initiative to handle his customers as the situation presents itself.

A customer that gets "sore" because you want your money needs watching. And if he is a habitual "staller," and there seems to be no line of procedure that will make him pay up promptly, he wastes more of your time than it would take to sell and collect two gilt edged accounts.

There are no better paying customers on any route than the one I am working, and I have no definite rules before me—they wouldn't work if I did.

Summing it all up, I would say: Use your "noodle"; know your business, and get results.

Respectfully,
M. W. STULTS.

THE SALESMAN DEALERS LIKE.

A dealer doing a nice business in a small town of 5,000 persons, situated on a car route, recently answered a questionnaire asking: "What kind of a salesman do you like to have call on you?"

The dealer replied that the salesman who is welcome in his store is the one who can show him how he can sell a lot

Sentence Sermons

Written for THE NATIONAL PROVISIONER
by Roy L. Smith.

THE WORLD NEEDS—

- Men who know what to do without being told.
- Men who will come back with a signed order without an alibi.
- Men who are not spoiled by other men's prosperity.
- More men who know how to translate knowledge into action.
- More men who can take honest criticism and profit by it.
- More men who are generous to the faults of others and critical of their own.
- To see the difference between being better and merely better off.

of meat products and make a lot of money. The dealer was certainly outspoken.

"What I like," he says, "is a salesman who will come in and sell me a ton or two of canned goods instead of one or two cases." (This dealer also dealt in groceries.) "I want him to sell me a big order so I can do things in a big way.

"I want him to show me how I can put on a sale, how I can display the goods in my windows, on tables and around the store. I want him to advise me how to write show-cards and advertising material and how to bring people into the store and make the business a real success."

This dealer says that the success of his business has been brought about largely by the cooperation which he has received from salesmen, and that he sought their cooperation, their ideas, their suggestions, and made use of them to great advantage.

There are thousands of other merchants who welcome the cooperation of salesmen in the manner of this dealer, and all of it works to the advantage of the salesman as much as to the benefit of the merchant.—*Meat Trade Topics.*

THE ART OF SALESMANSHIP.

The art of salesmanship consists in making people change their minds. It is this power that makes the efficient lawyer, the successful politician or minister.

This, of course, is not an easy task. It is like any work for which the rewards are big—it is difficult.

Thoughts for Salesmen and Sales Managers

The house that cannot sell its first-class product to first-class trade has no excuse for existence.

The packer whose selling force can only sell his good brands at "grave-digger" prices is even worse off!—E. P.

Must Be a Good Collector Packer Declares That Is the First Step in Selling

"The salesman who collects his accounts the closest always sells the most and to the best trade," says an Eastern packer.

In commenting on the recent discussions on packer salesmen and collectors in THE NATIONAL PROVISIONER, this packer says:

McKeesport, Pa., Sept. 8.

Editor THE NATIONAL PROVISIONER:

I notice in your paper a lot of comment by different sales managers on selling and collecting for packers.

In my opinion the first step in bringing out a good salesman is to make him a good collector. The selling end always comes after the salesman collects the account.

In my experience I have noted that the man who collects his accounts the closest always sells the most and to the best trade.

"Get your money, then sell your man" always wins out in the end.

Respectfully yours,

C. F. PETERS.

ARE YOU A QUITTER?

Many men fail because they quit too soon. They lose faith when the signs are against them. *They do not have the courage to hold on, to keep fighting in spite of that which seems unsurmountable.*

If more of us would strike out and attempt the "impossible," we very soon would find the truth of that old saw that nothing is impossible.

But everything is impossible if we concede in advance that it is, and then rest our effort with that. We cannot think failure and be successes.

Go through the list of those who hold what are looked upon as the big jobs in business, today, and you will find that these are the men that overcame the greatest obstacles—the impossibilities, so-called.

The bigger the man the greater were the obstacles he had to surmount. Few of them had the up-road paved for them in advance; instead they grew by using their judgment and doing things for themselves.

It is plain to the blindest that men develop by overcoming difficulties. The obstacles in their paths are really opportunities to show the world just what they can do.

Much of that which passes for success is a miserable failure, because no man is a success who has debauched himself in the process; who has lost the best part of himself on the way to fortune; who has dropped his manhood; who has swapped his integrity for dollars or some other material advantage.

There is a tremendous difference between being a success as a dollar-chaser and a success as a man.—*Exchange.*

Nice Feller.

"I see Rosenblatt had a terrible fire last night."

"Vell, he's a nice feller, he deserves it."

Do you send reprints of this page to your salesmen? Many other packers do.

November 20, 1926.

Pork Production in the World War

Part Played by American Packer and Producer in Feeding World Both During War and Afterward

XII — Armistice Changes Allies Demand for Meats and Fats

Armistice produced Profound Change in Demand for Foodstuffs—U. S. Program planned to meet Huge Food Demands of Allies—Increase at Maximum when Armistice was Signed—Allies under Obligation to take Increased Quantities of Meats and Fats—Liberated Countries in Need of Fats.

This is the twelfth in a series of reviews of the book on "American Pork Production in the World War," by Dr. Frank M. Surface, who was economic adviser to the Federal Food Administration. (A. W. Shaw Co., Chicago & New York.)

For the first time the inside history is told of the part played by the meat packer and the meat producer in the world war and the times that followed it.

Documents and correspondence never before made public are taken up in this story, and some interesting incidents and comments made known.

THE NATIONAL PROVISIONER has the serial rights to the republication of this book, and these reviews will appear from week to week until the entire story has been told.

The signing of the Armistice on November 11, 1918, with its release of accumulated food supplies in the Southern Hemisphere, produced a profound change not only in the actual demand for specific materials, but also in the psychology of the nations which had been engaged in the conflict.

Prior to this time the Allied countries had been insisting on larger and larger supplies of munitions and foodstuffs from the United States. Orders were being placed every month for hundreds of millions of dollars worth of supplies.

The closest cooperation had been developed between the several powers arrayed against the Central Empires. The keenness of the struggle had forced these nations to submerge their individual nationalistic feelings in the common undertaking of winning the war. Unity of military control of the Allied forces had been established. Similar unified control of shipping, of finance, of blockade policies, of the purchase of raw materials, foodstuffs, and munitions, among other things, had all been perfected and were working smoothly and harmoniously.

Whole Situation Changed.

With the signing of the Armistice and the almost certain close of the period of active fighting, the whole situation changed immediately. The stupendous cost of the war had involved each nation in staggering debts, both to their own nationals and to other governments.

Each country wanted to curtail its expenditures as far as possible and to get back on a peace basis at the earliest possible moment. Guns and munitions were no longer needed, and contracts for these were canceled and liquidated under the best terms obtainable.

Foodstuffs were still needed, but it was obvious that the relief of shipping would open other world markets with their dammed-back and cheaper supplies and that prices would decline.

U. S. Had Heavy Job on Hand.

The important requirements of the Allies had been discussed in detail at joint conferences of the Food Administrators of the United States, Great Britain, France, and Italy in London and Paris in

July, 1918. Definite import programs for the coming year were decided upon and on the basis of these the United States prepared its production and export programs.

The programs for the year ending July 1, 1919, amounted to a total of 17,550,000 tons of foodstuffs compared with average pre-war annual shipments of only 5,533,000 tons. Of this total meats and fats totaled 2,600,000 tons against a pre-war average of only 645,000 tons and shipments for the preceding year of 1,550,000 tons.

This gives some idea of the burdens in supplying the Allies which the United States had assumed, and on which all production programs were based.

These programs called for the shipment of some 17,500,000 tons of food and feed from the United States in 1918. This was an increase of 12,000,000 tons, or more than 200% above our average pre-war annual shipments of these commodities.

In regard to these foodstuffs it had obviously been impossible to make definite contracts in advance for unknown quantities. The obligation of the Allies to the United States must, of necessity, rest upon the many assurances which they gave to back up our policies of stimulating production.

No Contracts for Foodstuffs.

In the case of wheat, a contract had been arranged between the Food Administration Grain Corporation and the Wheat Export Company (the grain-buying organization of the Allies) by which the latter was to take 100,000,000 bushels of wheat or its equivalent of flour from the 1918 crop.

For other foods, such as pork and lard, no definite contracts could be made because of the uncertainty as to the quantities available.

Up to the time of the Armistice the

Steps in the Story

Action taken to increase hog production in the early years of the War.

Voluntary agreements between packers, Food Administration and buyers of pork products.

Packers' margins controlled, license regulations, and methods of limiting packers' profits.

Efforts made to secure an adequate supply of hogs at the lowest feasible price.

Control of buying guaranteed an outlet to packer and a profit for the producer.

Cost of producing hogs determined. Production increased and hog prices maintained.

Difficulties encountered in price control.

The Armistice and the plan to open world markets to pork products.

Crisis in the American pork market.

Attempts to dispose of surplus pork.

Opposition by French to opening of blockade so that pork products enter enemy and neutral countries.

How the German market was finally opened for American pork.

World-wide speculation, due in part to long-continued blockade of Europe.

Pork for the liberated countries.

Demand for removal of government control of the meat industry made by trade bodies.

Price stabilization and its advantage to hog producers.

What American food meant to Europe in 1919.

Allies were insistent upon larger supplies of fats. The Inter-Allied Scientific Food Commission had stated that the Allied ration was deficient in fat and that increased supplies should be secured. For these reasons and for these alone, the United States Food Administration, the United States Department of Agriculture, and other organizations, both state and national, had engaged in an intensive campaign to increase hog production, with the gratifying results set forth in the preceding chapters of this book.

This surplus production was not needed by the United States, but had been created solely for the Allies and in accordance with the programs laid down by them.

This increase was just at its maximum when the Armistice was signed. The run of hogs to market in December, 1918, and in January and February, 1919, was the greatest that had ever been recorded in this country. If the war had continued, the Allies would have been only too glad to have had these products which would have been of vital importance.

There was, therefore, clearly a moral obligation entered upon by the Allies to assist in the disposal of these products which had been created solely for their need.

World Fat Supply Not Too Large.

Mr. Hoover realized long before the Armistice was signed that such an event would seriously disturb the food markets of the United States. Yet no one knew how much longer the war would last and clearly we must bend every effort as long as it was in progress. However, Mr. Hoover had no fears regarding the need for our enlarged production. In his letter to the Agricultural Advisory Committee on October 24, 1918 (cf. page 71), he had said:

"While I do not advance the notion that we may have immediate peace, my own view of its effect, if it should be realized, is that . . . there will be an even larger demand for pork products with peace than during the war, because of the enormous fat shortage in the Central Empires, which would be an additional demand upon the top of the present heavy demands by the Allies."

Subsequent events showed the truth of this prophecy, but the great problem was how to make this food available to the starving people of the newly liberated territories as well as to the enemy countries.

Food for the Famine Stricken.

At the outset, Mr. Hoover clearly perceived that the post-Armistice problem in American food supplies was largely that of diverting a considerable portion of the export stream from its previous destination in the Allied countries, to the famine-stricken areas of Central and Southern Europe. To do this, however, credit must be created, transportation provided, and commercial relations established. This would require time, while the ever-increasing stream of perishable pork products must be kept moving, if disaster to American markets was to be prevented.

Mr. Hoover, therefore, urged that the Allies continue a steady buying program through their consolidated purchasing agencies and that immediate steps be taken by the Allied and Associated governments to open an outlet for the surplus into the liberated and enemy countries where it was urgently needed to preserve life and prevent anarchy.

[The next article in this series will tell of the food relief pledged to the liberated countries; finding of ways and means to make this pledge effective assigned to Herbert Hoover; expectation that the Allies would accept their moral obligation to assist the United States in disposing of the surplus pork products created for their benefit; 400,000,000 lbs. of pork products to be disposed of monthly.]

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices at New Low Levels—Liquidation Continued—Hogs Lower and Under Pressure—Lard Weak—Competing Fats at New Low Season's Levels—Hog Weights Lighter.

Liquidation has again been a factor in the pork products market, with prices steadily declining, reaching the lowest levels of the season this week with the market off nearly 3½c a lb. from high level of present deliveries and about 6c a lb. from the summer prices. The break in values has been influenced by persistent weakness in oil and competing fats, while hogs have been lower and the demand for product disappointingly light.

The break in the market has carried prices down so rapidly as to confront the trade with serious inventory losses and create a position where the adjustment of values is being made with a great deal of disappointment.

Chicago Stocks Disappointing.

The mid-month stocks of products at Chicago were quite disappointing. A rather important decrease had been antici-

pated in lard and fairly good decreases in meats. The changes were not important, however, and added to the feeling of depression.

The comparative figures of the mid-month stocks follow:

	Nov. 15, 1926	Nov. 1, 1926	Nov. 15, 1925
Mess pork, brls.	423	540	458
Lard, reg., lbs.	19,376,037	20,538,789	5,964,285
Other lard, lbs.	2,761,559	2,801,540	2,584,440
S. R. bacon, lbs.	1,156,728	954,268	108,625
D.S.C. bellies, lbs.	11,192,949	13,900,704	12,206,988
D.S. rib bellies, lbs.	2,548,923	3,814,960	4,266,822
E.C. S.C. sides, lbs.	202,514	289,708	1,772,041

The Government report of the total stocks of product in the country as of November 1st showed an increase over last year in total meats of 37,000,000 lbs. with the total, however, only about 9,000,000 lbs. under the 5 year average. The stock of lard was more than double last year and also more than double the 5 year average. The large stock of lard in view of the more moderate production was taken as indicating a disappointing domestic trade as well as a slow foreign trade.

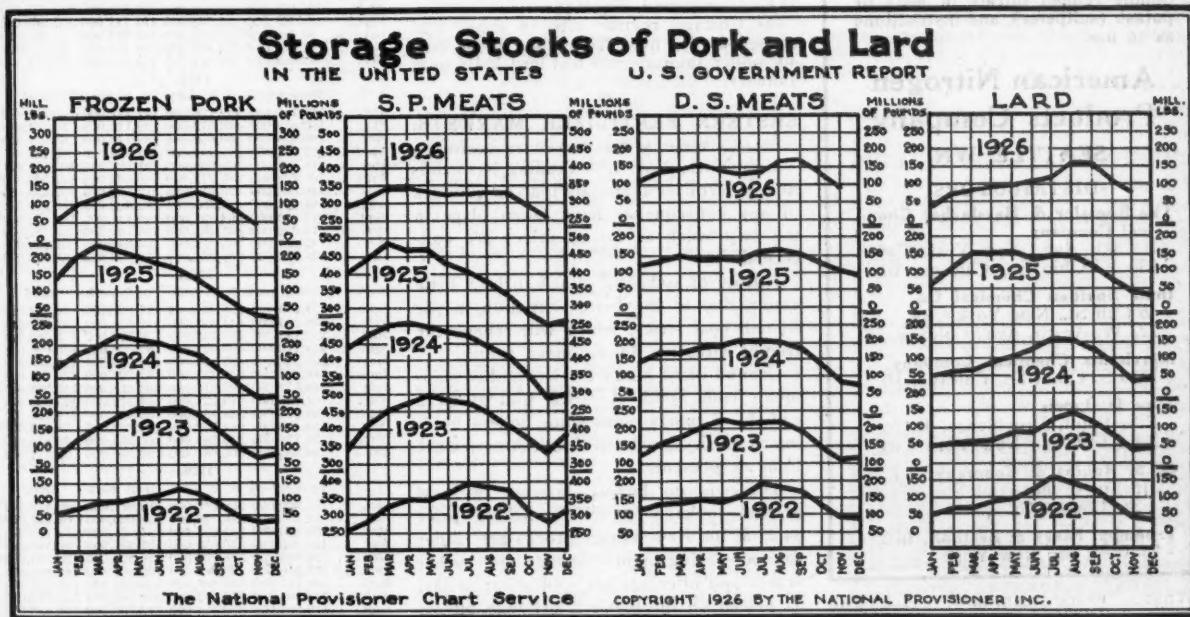
Hog Movement Heavier.

The figures for the September move-

ment of hogs as reported at the public stock yards showed an increase of 600,000 over last year in the receipts, with the total receipts for the 9 months 17,155,000 against 15,582,000 last year. The local slaughter for the period showed an increase of 700,000, with the total 8,521,000 against 7,821,000 last year.

The figures for the corn hog ratio for September showed a requirement of 15.8 bu. of corn to buy 100 lbs. of live hog, compared with the high of the season of 18.7 bu. in June and a total for the corresponding month last year of 11.6. The low point last year was 8.3 bu. and the low point in the last four years was 7.5 in July, 1923.

The fact that the corn-hog ration has been narrowing up has been partly due to the relative weakness in hogs, which have declined more rapidly than the decline in corn, and made for less favorable feeding conditions. The situation is still one which means a large spread for feeders, but unless there is evidence of a better distributing demand for product some of the packing interests are apprehensive that



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trends of stocks of provisions on hand in the United States on the first of each month with comparisons for the past four years, according to figures furnished by the U. S. Bureau of Agricultural Economics.

Stocks of meats and lard declined during October, continuing the decline which was begun one and two months ago.

Frozen pork stocks, consisting mainly of loins and butts, moved into consumption freely during the month. The decline in stocks of this product began in August and has been sharp ever since. Frozen loins are pretty well cleaned up, and the stocks on hand compare very favorably with the stocks of this product on hand for the past four years.

Stocks of sweet pickle meats held at a pretty high point until late in the season, comparing more favorably

with those of 1922, than either of the previous three years. However, during September and October this class of meats moved freely into consumptive channels.

The lateness of the cotton crop and the apparently new methods of purchasing had a strong influence on the market for dry salt meats during the summer and fall months. Stocks were heavy compared with a year ago, but they show sharp declines in the past two months.

While lard stocks have decreased sharply in the past two months they are still very heavy for the early weeks of the new packing year.

Large numbers of light hogs are appearing in the runs at the various markets, resulting in lighter production. If this situation continues, it will aid materially in disposing of the lard on hand from the summer and fall kill of exceptionally fat hogs.

Prospects for the winter packing season appear to be about the same as those of a year ago, with the exception that lighter hogs are in prospect, as the new crop of corn in many sections is of rather poor feeding value. Meat stocks generally are below those of the same time last year and should not be burdensome as to quantity.

November 20, 1926.

*"From Air—Arc Process."*

Sodium Nitrite for Meat Curing

*A Remarkable Advance in
Science*

B. A. I., after exhaustive tests, now permits the use of Sodium Nitrite in curing meats. This company is the largest domestic producer of the commodity. Our material complies with B. A. I. requirements. Write for our 12 commandments dictating use of NITRITE as against the now old-fashioned double refined nitrate of soda or potash (saltpepper), and instructions as to use.

American Nitrogen Products Company

SEATTLE, WN.

DISTRIBUTORS

The Roessler & Hasslacher Chemical Company
709 6th Ave., New York City
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Innis Speiden Chemical Co.
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722 W. Austin Ave., Chicago, Ill.

Merchants Chemical Company
1316 S. Canal St., Chicago, Ill.

John D. Lewis
Fox Point, Providence, R. I.
24-6 Cliff St., New York City

G. S. Robins & Company
316 So. Commercial St.,
St. Louis, Mo.

Truemper, Fahey & Besthoff, Inc.
75 West St., New York City

What is "prime steam lard?" Ask "The Packer's Encyclopedia."

the situation will work against hog and product values.

In lard the situation has been very materially influenced by the decline in oils and other competing fats. With oil down to new low levels for several years, tallow weak and under pressure and foreign oils feeling the influence of the decline in American fats and also at new low levels for the season, there has been very little opportunity for any advance in the price of lard on account of the competitive situation.

Hog Weights Lower.

Live hogs have shown some loss in average weight due, possibly, to the desire to market stock a little more rapidly on account of the weakness in hogs and the narrowing spread between hogs and feeding costs.

PORK.—The market was dull but steady at New York with mess quoted at \$36; family, \$40@42; and fat backs \$30@32. At Chicago mess pork quotable at \$32.

BEEF.—The market was steady with New York mess quoted at \$18@20; packet, \$18@20; family, \$20@21; extra India mess, \$33@34; No. 1 canned corned beef, \$3; No. 2, \$8.25; 6 lbs., \$18.50; pickled tongues, \$55@60, nominal.

LARD.—The market was weak with export demand slow and domestic trade only fair with prime western New York quoted at \$12.50@12.60; middle western, \$12.30@12.40; city, 12c; refined Continent, 13½c; South America, 14½c; Brazil kegs, 15½c; compound, 10@10½c.

At Chicago regular lard in round lots quoted at 2½ over November, loose lard 40c under January, and leaf lard 18½ over January.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Nov. 17.—Trading is so limited in fertilizer materials that no changes of any consequence have taken place in the past week as far as prices are concerned.

Nitrate of soda is inclined to be a little easier, due to the better situation in the British coal strike, which will relieve the freight situation in the near future.

Ground dried blood for November shipment from South America sold at \$3.75 c.i.f. U. S. ports, with some sellers holding at \$3.85. Stocks in South America are light at present.

There is no buying interest in local ground tankage at sellers' asking price \$4.25 & 10c New York. Stocks are rather limited. Unground tankage is rather scarce and offerings are sold about as fast as placed on the market, although buyers think present prices are too high.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, November 19, 1926.

Market continues dull. Trading somewhat more active on square shoulders. Demand fair for A. C. hams for December shipment, but not freely offered for nearby delivery. Future offerings more plentiful. Pure lard and bellies rather slow.

Today's prices are as follows: Shoulders, square, 93s; hams, long cut, 147s; American cut, 122s; bacon, Cumberland cut, 102s; short backs, 111s; bellies clear, 111s; Canadian, 96s; spot lard, 64s 6d.

STOCKS IN COLD STORAGE.

The figures on which the chart on page 33 is based are as follows, in pounds:

	Frozen pork	S. P. pork	D. S. pork	Lard
Jan.	51,203,000	252,822,000	111,071,000	47,541,000
Feb.	71,722,000	284,487,000	128,689,000	61,202,000
Mar.	66,219,000	321,950,000	139,281,000	61,297,000
Apr.	68,765,000	347,275,000	145,182,000	66,031,000
May	103,907,000	348,304,000	140,281,000	66,055,000
June	114,571,000	362,389,000	157,689,000	128,798,000
July	114,200,000	369,474,000	189,048,000	154,100,000
Aug.	117,903,000	385,692,000	179,856,000	143,084,000
Sept.	84,815,000	369,187,000	165,688,000	119,755,000
Oct.	46,796,000	313,517,000	122,783,000	75,338,000
Nov.	30,688,000	278,811,000	85,671,000	36,755,000
Dec.	33,774,000	302,708,000	83,017,000	32,506,000

1923.

	Frozen pork	S. P. pork	D. S. pork	Lard
Jan.	72,278,000	377,107,000	121,126,000	48,808,000
Feb.	120,196,000	412,806,000	155,922,000	55,266,000
Mar.	154,377,000	512,279,000	178,024,000	55,101,000
Apr.	189,115,000	469,180,000	206,429,000	66,743,000
May	213,224,000	498,119,000	214,453,000	55,143,000
June	217,074,000	500,000	214,453,000	54,530,000
July	217,074,000	473,589,000	217,882,000	122,896,000
Aug.	195,002,000	449,441,000	221,716,000	143,578,000
Sept.	148,753,000	413,798,000	191,711,000	115,988,000
Oct.	98,715,000	367,374,000	146,974,000	72,608,000
Nov.	71,640,000	325,456,000	108,850,000	35,225,000
Dec.	82,068,000	384,604,000	110,824,000	35,317,000

1924.

	Frozen pork	S. P. pork	D. S. pork	Lard
Jan.	126,783,000	432,726,000	147,457,000	49,822,000
Feb.	165,822,000	468,373,000	168,141,000	56,161,000
Mar.	160,428,000	500,568,000	168,145,000	65,537,000
Apr.	227,284,000	512,190,000	182,984,000	102,722,000
May	218,715,000	466,028,000	142,660,000	150,094,000
June	204,228,000	455,688,000	200,000,000	120,311,000
July	180,593,000	473,014,000	212,158,000	152,526,000
Aug.	164,461,000	449,795,000	202,002,000	150,243,000
Sept.	121,816,000	408,928,000	180,127,000	124,676,000
Oct.	97,986,000	351,485,000	135,702,000	83,198,000
Nov.	42,857,000	285,516,000	81,986,000	31,706,000
Dec.	48,056,000	300,284,000	76,990,000	35,042,000

1925.

	Frozen pork	S. P. pork	D. S. pork	Lard
Jan.	128,585,000	396,414,000	117,982,000	60,243,000
Feb.	200,283,000	443,352,000	136,478,000	112,667,000
Mar.	232,131,000	484,349,000	150,679,000	152,485,000
Apr.	218,715,000	466,028,000	142,660,000	150,094,000
May	301,246,000	467,395,000	145,548,000	151,498,000
June	180,645,000	450,481,000	126,238,000	138,281,000
July	171,767,000	467,610,000	120,316,000	120,527,000
Aug.	131,935,000	397,227,000	164,374,000	145,924,000
Sept.	93,078,000	398,156,000	152,555,000	114,724,000
Oct.	54,455,000	284,592,000	128,288,000	71,338,000
Nov.	30,174,000	255,584,000	106,204,000	36,640,000
Dec.	26,995,000	260,641,000	96,995,000	33,311,000

1926.

	Frozen pork	S. P. pork	D. S. pork	Lard
Jan.	57,966,000	294,642,000	119,617,000	42,478,000
Feb.	98,311,000	318,726,000	138,005,000	64,187,000
Mar.	120,115,000	345,661,000	144,071,000	76,145,000
Apr.	129,259,000	346,049,000	151,286,000	93,108,000
May	124,569,000	338,905,000	140,324,000	98,365,000
June	117,366,000	320,305,000	136,801,000	106,824,000
July	120,707,000	345,305,000	148,164,000	120,527,000
Aug.	133,104,000	340,087,000	168,882,000	153,000,000
Sept.	119,994,000	330,395,000	127,769,000	112,235,000
Oct.	77,673,000	293,106,000	145,772,000	105,535,000
Nov.	49,405,000	257,435,000	98,445,000	75,647,000

The Best Seasonings Make Better Sausage

Our Seasonings ARE the BEST

Makers of the GENUINE H. J. MAYER Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), and Rouladen "Delicatessen" Seasonings, and SPECIAL NEVERFAIL CURING COMPOUND.

All of our Products are guaranteed to comply with the B. A. I. regulations. Prices and other information gladly furnished.

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CHICAGO, ILL.

The Man Who
Knows.



The Man You
Know.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—A moderate trade and a weak market featured tallow throughout the week, prices declining to new lows for the season with sales of both extra and outside stuff reported at New York at 7½c and with the market heavy at that level. Consumers continue to buy moderately on set backs, but no urgent demand was in evidence and sentiment generally continued bearish, emphasizing the point that the indications still pointed to a plentiful supply of fats.

Speculative absorption was entirely lacking. About 300,000 lbs. of extra was reported sold on this decline and the majority of the trade were looking for the present level to hold for only a few days. The fact that cotton oil supplies are hanging over the tallow market continues to give the advantage in this market to the buyer.

At New York special quoted at 7c; extra, 7½c asked; and edible 8½@8¾c.

At Chicago the market was inactive on tallow and was heavy, with edible and fancy quoted at 7½c; prime packer 7½c; No. 1, 6½@6¾c; and No. 2, 5½@5¾c.

At the London auction on Wednesday, Nov. 17, some 1,853 casks were offered and 243 casks sold at prices declining 6d@1s for the week, with mutton quoted at 42s@43s; beef at 41s@43s 6d; and good mixed at 39s@40s 6d. At Liverpool Australian tallow was unchanged to 6d lower for the week, with fine quoted at 43s 3d and good mixed at 41s 3d.

STEARINE—Demand was slow and the market was weak with oleo New York selling at 9¾c and asked, while Chicago oleo was quoted at 9¾c.

OLEO OIL—Demand was quiet, both domestic and export, and the market barely steady with extra New York 11c; medium, 10½c, and lower grades 9½c.

SEE PAGE 48 FOR LATER MARKETS.

LARD OIL—The market was easier with demand limited and with heaviness in raw materials with edible New York quoted at 15½c; extra winter, 13¾c; extra, 12½c; extra No. 1, 10¾c; No. 1, 10½c; and No. 2, 10¾c.

NEATSFOOT OIL—The market was irregular with trade moderate and mostly for small lots with pure New York quoted at 13¾c; extra, 10¾c; No. 1, 10½c; and cold test, 17¾c.

GREASES—The market was generally inactive with buying interest limited to immediate requirements and the market was weak, feeling the heaviness in tallow and the continued influence of large available supplies of greases as a whole.

At New York yellow and choice house was quoted at 6@6½c; brown, 5¾c; A white, 6½@7c; B white, 6½@6½c; and choice white 9¾@9¾c.

At Chicago the market was inactive and barely steady with some interest in choice white for export, but buyers and sellers were apart. At Chicago choice white quoted at 8¾@9c; A white, 8c; B white, 7c; yellow, 6@6½c; and brown 5½@5¾c.

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

Packinghouse By-Products

Chicago, November 18, 1926.

Blood.

Values tumbled to the extent of 15@25c per unit from the recent high point, increased supplies and most buyers' wants supplied being the bearish factors. Recent sales largely at 4.10 to 4.25, according to quality.

Unit ammonia.	\$4.15@4.25
Ground.	\$4.00@4.15
Crushed and unground.	4.00@4.15

Digester Hog Tankage Materials.

Practically all of the worthwhile productions of crude tankage are contracted up to January 1st, with some up to February and March of next year. Thus, most of the offerings that appeared this week were resale lots, and they met with considerably less interest from the buyers. Trend of prices was downward to the extent of 10c to 25c per unit. Choice 12 per cent unground sold early in the week at \$5.00, and 7 per cent to 8 per cent at \$4.25@4.50, f. o. b. and basis Chicago freight. The better productions for January, February and March delivery are being held above \$5.00, with buyers talking \$4.50. Most sales of liquid stick were around \$3.50.

Unit ammonia.	
Ground, 6 to 12% ammonia.	\$4.75@5.15
Unground, 11 to 18% ammonia.	4.75@5.00
Unground, 6 to 10% ammonia.	4.25@4.65
Liquid stick, 8 to 12% ammonia.	3.35@3.50

Fertilizer Materials.

Most buyers of ground tankage are bidding \$3.50@3.75 delivered destination points, or around 25@50c per unit under sellers' expectations, rate of freight and analysis being the price determining factor. Just what the final outcome will be no one will venture to predict.

Unit ammonia.	
High grade, ground, 10-11% ammonia.	\$3.80@3.15
Lower grade, ground, 6-9% ammonia.	2.80@2.90
Medium to high grade, unground.	2.75@2.85
Lower grade and renderers, unground.	2.50@2.60
Bone tankage, unground.	2.75@3.00
Hoof meal.	2.75@3.00
Grinding hoofs, per ton.	36.00@38.00

Bone Meals.

Satisfactory interest is being shown in productions suitable for feeding purposes, prices being maintained at the season's best level. However, fertilizer buyers have price ideas which sellers will not entertain.

Per Ton.	
Raw Bone meal.	\$32.00@46.00
Steam, ground.	27.00@36.00
Steam, unground.	25.00@30.00

Cracklings.

While the price of 50 per cent protein meat scraps is held at the same level as 60 per cent protein digester, namely, \$75.00 per ton, and crude digester materials sold lower, the trend of prices for cracklings was upward both in the Middle West and the East. Sales of hard pressed were largely at \$1.05@1.15 per unit protein f.o.b. production points.

Per Ton.	
Pork, according to grease and quality.	\$80.00@85.00
Beef, according to grease and quality.	50.00@75.00

Horns, Bones and Hoofs.

Supplies and demand were about equalized and prices held steady.

Per Ton.	
Horns.	\$75.00@200.00
Round shin bones.	45.00@48.00
Flat shin bones.	42.00@45.00
Thigh, blade and buttock bones.	40.00@45.00
Hoofs.	36.00@38.00

(NOTE—Foregoing prices are for mixed carioads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Owing to the reduced supplies, sellers were enabled to advance prices mostly \$1.00 per ton, and demand was good at that.

Per Ton.	
Kip and calf stock.	\$30.00@35.50
Rejected manufacturing bones.	40.00@42.00
Horn pits.	37.00@38.00
Cattle jaws, skulls and knuckles.	37.50@38.50
Sheep, pizzles and hide trimmings.	34.00@35.00

Animal Hair.

Winter processed gray again reached 10½c per lb. delivered destination point, with a contract, winter combined with summer, going at 9½c and 7c, respectively, f.o.b. Chicago. An export quotation was registered at 10¾c New York, but at last accounts cable acceptance was not recorded. Spot shipments of summer hair are a drug on the market, a few buyers refusing even to make an offer. The limit for spot shipments of crude summer seems to be around 2½c delivered, although the popular bids for winter are 4½c to 4¾c delivered.

Per Pound.

Coll and field dried.	2½@5
Processed grey.	8 @ 9½
Black dyed.	8 @ 10½
Cattle switches, each.	3 @ 5½

Pig Skins.

With current and prospective increased marketings of hogs, buyers assumed a more bearish attitude, although sellers refused to accept the lower bids placed this week.

Per Pound.

Tanner grades.	7 @ 8
Edible grades, unassorted.	4½@5

WILSON DECLARES DIVIDEND.

The board of directors of Wilson & Co., Inc., a Delaware corporation, has declared a dividend of 3½ per cent on the preferred stock, which was made payable on Nov. 15, 1926, to holders of record of such preferred stock at the close of business on Nov. 3.

LARD AND GREASE EXPORTS.

Exports of lard from New York, Nov. 1 to Nov. 17, 11,806,076 lbs.; tallow, 56,800 lbs.; greases, 14,857,600 lbs.; stearine, none.

TEMPERATURE CHART

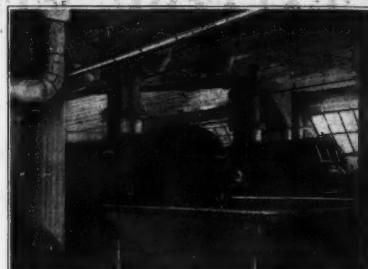
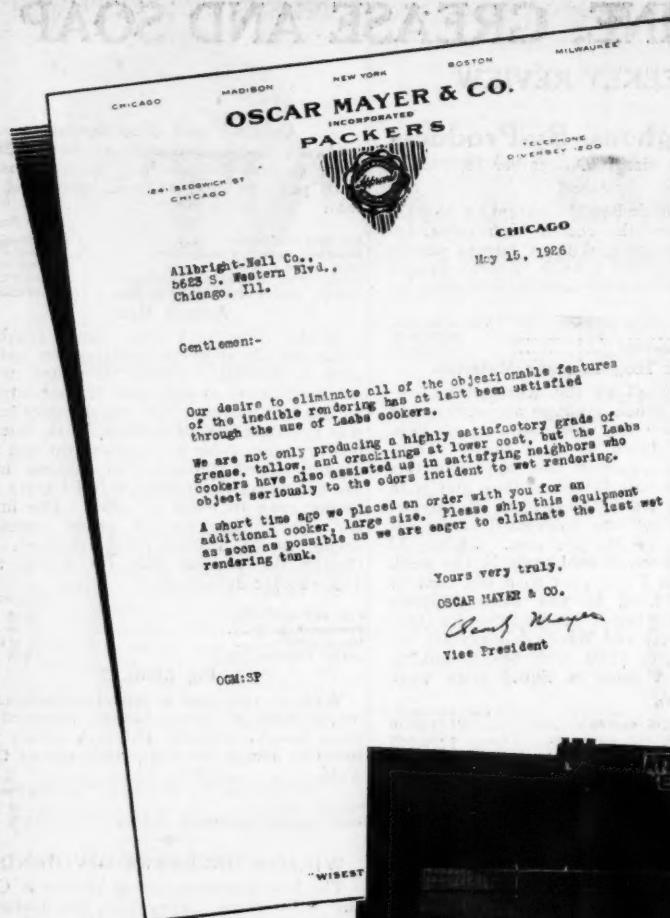
Heat Control

Lack of accurate control of temperature of water causes unseen but very great losses which might just as well be converted into added profits.

Only Automatic control can do this. Depending on workmen to watch temperature is never satisfactory and always expensive.

The Powers Regulator Co.
 36 Years' of Specialization in Temperature Control
 2725 Greenview Ave., Chicago
 Also New York, Boston, Toronto, and 31 other offices.
 See your telephone directory—(3244)

November 20, 1926.



Interior view of the Rendering Department of Oscar Mayer & Co., showing the installation of two Laabs Rendering Units.



From OSCAR MAYER & CO.

What Oscar Mayer & Co. has done and is doing with LAABS Sanitary Rendering Units can be accomplished in any rendering department regardless of location. This is only one of many who are obtaining equally valuable results.

Production of higher grade products at less cost is an accomplishment worth the investment. Besides this, is the elimination of odors, and greater capacity.

LAABS results are not equalled by any other equipment or process.

Our engineering department is at your service. We shall be glad to inspect your plant and tell you just what a LAABS installation will do for you in securing higher-grade products, reduction of labor and increase of capacity. There is no obligation on your part to obtain this information. Your inquiry will have our prompt attention.

Patented in U. S. A., March 23, 1926. Other patents and foreign patents pending.
BEWARE OF INFRINGEMENTS

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard
CHICAGO

Eastern Office: 1700 Windemere Ave., Baltimore, Md.
Western Office: 1731 W. 48th Pl., Los Angeles, Cal.



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IMPORTANT



The Allbright-Nell Co. has for some time past been engaged in the manufacture and sale of cookers for practicing the PROCESS OF RENDERING ANIMAL PRODUCTS invented by William Laabs. This involves pressure and vacuum cooking, generally known as the "Laabs Process," and produces the highest grade of fats and of stock foods. Licenses to practice said process have been granted only to purchasers of our cookers.

We are the sole owners of patent No. 1,578,245, dated March 23, 1926, for said process and have not authorized anyone to manufacture cookers for practicing said process.

It is our intention to assert our rights under said patent, and we are giving notice that only purchasers of our cookers will be licensed to use said process. Users of said process without license from us will infringe said patent and will be prosecuted for the recovery of profits for its use.

THE ALLBRIGHT-NELL CO.

Western Office:
1731 W. 43rd Pl.,
Los Angeles, Cal.

5323 So. Western Boulevard
CHICAGO

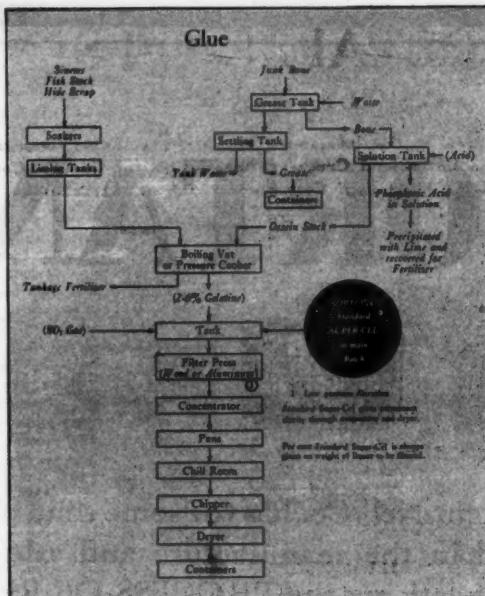
Eastern Office:
1700 Windemere Ave.,
Baltimore, Md.

The logo consists of the letters "ANC" in a bold, sans-serif font, enclosed within a horizontal oval shape. A small circle containing a dot is positioned to the right of the "C". The entire logo is set against a dark background with a wavy white border.

November 20, 1926.

SUPER-CEL

CELITE filtration engineers have worked out a method whereby glue can be filtered to permanent clarity. A small amount of the inert filter-aid Super-Cel is added to the stock before it is filtered, to facilitate the removal of all suspended impurities. This filter-aid also speeds up the filtration process and reduces the labor costs for cleaning the press. Write for a sample of Standard Super-Cel and complete details of this process, to Celite Products Company, 11 Broadway, New York, or 53 W. Jackson Blvd., Chicago, or 140 Spear St., San Francisco.



BASIC COTTON OIL RESEARCH.

A good attendance featured the recent annual conference of the Basic Research Committee with officials of the U. S. Department of Agriculture, held in Washington, D. C. The committee represents the Interstate Cotton Seed Crushers' Association and the American Oil Chemists' Society.

Although several of the members of the committee were delayed by a train wreck, the conference soon got under way, and it was felt that a great deal of good was accomplished.

Conference on Chemistry.

The first conference was held at the office of Dr. A. C. Browne, Chief, Bureau of Chemistry, and included, besides members of the committee, Senator Christie Benet, Dr. Browne, Dr. E. W. Schwartze, Dr. V. K. Chestnut, Dr. D. B. Jones, Dr. F. A. Csonka and Dr. G. S. Jamieson.

Dr. Schwartze again reviewed his researches on the gossypol content of the cotton seed kernel, and repeated his former statement that the work had been brought to a conclusion which offered a foundation for a comparatively simple solution of the problem by finding a practical technical method of removing or neutralizing this objectionable principle from cottonseed meal.

Dr. Chestnut, who with Dr. F. B. Power has been making an analysis and study of

the odorous constituents of the cotton plant, gave a brief outline of his work and showed a number of odorous compounds extracted from the leaf and stem of the cotton plant.

A conference was also held with G. S. Meloy, cotton seed specialist of the U. S. Bureau of Agricultural Economics, on the proposed plan of grading cotton seed. It was thought that it would be possible to develop a scheme for determining primary grades of cotton seed which might be used at the source for grading purposes, to be supplemented later by analytical data for valuating cotton seed for oil mills.

Study Cottonseed Varieties.

The committee also called on Dr. W. W. Stockberger, Chief, Bureau of Plant Industry, to take up the progress of the study of varieties of cotton seed with relation to their lint and oil yield. His talk was interesting and to the point.

Other conferences and talks were held, and it was the general consensus of the meeting that these annual gatherings afford an excellent opportunity for the exchange of ideas and discussion of problems.

Among the members of the committee present were Chairman E. R. Barrow, Dr. David Wesson, H. J. Morrison, W. H. Irwin and Louis N. Geldert. The committee also had as its guests T. C. Law and F. K. Brodie.

CALIFORNIA TAX LAW KILLED.

The law imposing a tax of two cents a pound on all margarine sold in California was killed by the people of that state at the recent general election. There were 629,696 votes polled against the law, against 224,804 in favor.

The law had been passed to help the dairy industry. At least that is what the advocates of the law claimed to be the purpose of it. It was intended to raise the price of dairy products by increasing the price of margarine and thereby limiting its consumption.

A few years ago, Oregon and Washington passed laws prohibiting the use of vegetable oils in making margarine. The purpose of those laws was to help the dairy industry by destroying the margarine industry in those states. Those laws were likewise killed by a vote of the people by about two to one.

The significant thing about these votes in all three of these states is that in most dairy communities the vote was against the laws. The real dairy industry is too red-blooded to ask legislative bodies to kill any home industry just to help another home industry. No nation has ever taxed one domestic product in order to increase the price of a competing domestic product.

BOOST COTTON OIL AND MEAL.

A plan to boost the consumption of cottonseed meal was adopted at the recent meeting of the Texas Cottonseed Crushers' Association, held in Dallas, Tex. At this meeting each mill agreed to pay to the Extension or Publicity Department, in charge of A. L. Ward, a certain sum on each ton of seed crushed. This money will be spent in advertising cottonseed meal.

The association also went on record urging the farmers to keep as much seed off the market as possible and to use as much cotton seed meal for feed and fertilizer as they can.

They appealed to the United States Shipping Board to send ships to Houston and Galveston to take cottonseed meal to Europe, thereby opening the export market, which now amounts to little, as it is said all boats are booked up until January.

All requested housewives to use shortening which is made out of cottonseed oil.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Nov. 16, 1926.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, 3.76@3.91 per cwt.; 98 per cent powdered caustic soda, 4.16@4.56 per cwt.; 58 per cent carbonate of soda, 2.04@2.44 per cwt.

Lagos palm oil in casks, 1,600 lbs., 9c lb.; olive oil foots, 93/4@97/4c lb.; East India Cochin cocoanut oil, 15 $\frac{1}{2}$ c lb.; Cochin grade cocoanut oil, domestic, 11 $\frac{1}{4}$ c lb.; Ceylon grade cocoanut oil, 10 $\frac{1}{4}$ c lb.

Prime summer yellow cottonseed oil, 10@10 $\frac{1}{2}$ c lb.; raw linseed oil, 10.9c lb.

Extra tallow, f.o.b. sellers' plant, 7 $\frac{1}{2}$ c lb.; dynamite glycerine, nom., 27c lb.; chemically pure glycerine, nom., 30c lb.; saponified glycerine, nom., 20c lb.; crude soap glycerine, nom., 18c lb.; prime packers' grease, nom., 6@6 $\frac{1}{2}$ c lb.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, from Nov. 1 to Nov. 17, none.

The Blanton Company
St. Louis, U. S. A.
Refiners of

*Give Us Inquiries on Carloads
Pleased to Submit Samples*

Salad Oil

Selling Agencies at
New York Philadelphia Pittsburgh
Memphis

Topp's Code, Eighth Edition

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Moderate—Prices Steady—Cash Demand Fair—Crude Pressure Moderate—Lard Weak—Soapmakers' Greases Heavy—Sentiment Mostly Bearish.

A moderate trade and a barely steady market featured cotton oil the past week, both futures and crude making some new season's lows, followed by a moderate recovery in futures. Commission house trade was moderate and more mixed and, while professionals were on both sides most of the time, the latter were against the market on bulges but nevertheless were inclined to keep close to shore, due to rather light hedging pressure and influenced somewhat by rainy weather in the South.

On bulges offerings increased, and there appeared to be little in the news that would tend to make for any permanent advance. Considerable profit taking developed on all setbacks, and tended to cut down the speculative short interest, so that the market was gradually working into a position where the shorts were hedgers and the longs largely speculators.

Several Bearish Factors.

Steadiness in cotton attracted some attention, but as an off-setting feature there was the persistent weakness in lard, new season's lows in hogs as well as in tallow, and the fact that notwithstanding the persistent decline in cotton oil, export business has been limited to a few thousand barrels. And as yet there are no indications of any important soapmakers' interest in the oil market.

Cotton ginning continues at a rapid pace, and seed stocks are piling up somewhere in the South. This oil is yet to come on the market in the main, and makes for a condition where speculators are not inclined to take hold, fearing the weight of actual oil.

With refining losses running under last year, with consumption for the first three months of the season well behind that of a year ago, with the possible crush decidedly larger than last season, and with lard and tallow in a much weaker position than they were at this time a year ago, there is an array of bear factors that makes it difficult for the market to overcome, and which creates the impression

that cotton oil values have not as yet seen the low point.

Rallies from time to time are expected in all quarters, but it is the impression of the trade that the market is a good sale on all bulges until it is definitely established that a large proportion of the surplus oil has been lifted off the market. Such a condition, it is argued, will take several months to materialize, if it develops at all.

Await Government Report.

The October Government report was anxiously awaited and estimates on consumption range from 275,000 to 325,000

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 18, 1926.—The Government's consumption report for October, issued today, exceeded expectations of the most bullish. However, November and December are likely to show good reductions; hence little prospect for more than a temporary effect on crude or refined prices in the face of the large season's output.

New Orleans futures firm with a broadening of interest on the part of mills and speculators. Considerable hedging this week against November crude sales by buying May contracts at a premium of about 115 points. Continuance of same plan thought likely on increasing scale. Crude offered more freely in Texas and Oklahoma than Valley; sales yesterday; Texas, 6.30c; today, 6.35c asked.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Nov. 18, 1926.—Prime cotton seed delivered, \$20.00; prime crude cottonseed oil, 6½@6¾c; 43 per cent cake and meal, \$23.50; hulls, \$4.00; linters, mill run, 1½@4c. Weather much cooler; markets sluggish.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Nov. 18, 1926.—Mills not inclined to sell, therefore little or no trading going on in the Valley. Bids range from 6½@6¾c, depending on shipment; 43 per cent meal, \$24.00; loose hulls, \$3.00 bid and \$4.00 asked, f.o.b. Memphis.

bbls., which would compare with about 390,000 bbls., in October last year. A figure under 300,000 bbls. for last month, it was felt, would have a depressing effect, while in most quarters there was a disposition to look for a good increase in the visible stocks in all positions.

It was pointed out in one quarter that if October consumption runs around 300,000 bbls., the statistical position would be such that it would require consumption of 400,000 bbls. a month to take care of the surplus for the next nine months, leaving a normal carryover.

Moderate amount of southeast and Valley crude came out at 6½c and Texas sold in a moderate way at 6¾c, but those levels were bid most of the time, and mills were not pressing sales, due partly it was said to the fact that their seed purchases averaged above those figures.

In the Valley seed was quoted at about \$18.00 per ton. A few rainy days were experienced in parts of the belt, but on the whole the weather was fairly good for the movement and the prospects are that with the heavy ginnings the seed receipts during November will be comparatively large.

Cash Demand Moderate.

Cash oil demand was reported on a moderate scale, while compound business has been slow to fair. Extra tallow declined to 7½c New York, making tallow relatively cheaper than cotton oil for soapmakers, and with recent soapmakers' absorption of coconut oil, was said to be checking soapmakers' interest in cotton oil.

A little export business was heard of here and there, but prospects of large barreled oil business is not good and large export business it is felt is possible only in bulk. In connection with the export outlook it is interesting to note that the large foreign buyers' ideas on bulk oil were fully ¾c per pound below the present market.

The mid-November decrease in lard stocks was smaller than expected, and the present stock there is nearly three times that of a year ago. With a plentiful supply of hogs in the country and cheap corn the prospects are for goodly supplies of lard, even though weights have been falling off from week to week of late.

On the whole, the situation confronting the cotton oil market continued one de-

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New Orleans, La.

Write Trade Extension Committee for information

cidedly unfavorable to the constructive side, with every important feature against the markets except the price level. And while the feeling in cash and speculative circles is that still lower levels will be experienced, nevertheless it will be well to call to mind the fact that a year ago the market was confronted with an important surplus which soapmakers' came in and lifted, and which made for a good season's price level ultimately.

COTTONSEED OIL.—Market transactions:

Thursday, November 11, 1926.

	—Range—				—Closing—
	Sales.	High.	Low.	Bid.	Asked.
Spot		800	a	...	
Nov.	800	825	820	800	a 825
Dec.	3900	803	784	800	a 803
Jan.	3600	801	780	800	a 799
Feb.	100	797	797	795	a 800
Mar.	4500	811	790	803	a 815
April	7600	825	801	815	a 816
May	100	820	820	820	a 835

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On the New York Produce Exchange

Total Sales, including switches, 20,600 bbls. P. Crude S. E. 6½ Bid.

Friday, November 12, 1926.

	—Range—				—Closing—
	Sales.	High.	Low.	Bid.	Asked.
Spot		800	a	...	
Nov.	400	805	805	815	a 820
Dec.	4300	810	790	791	a 799
Jan.	2400	800	790	793	a 799
Feb.				795	a 798
Mar.	5200	811	800	807	a 810
April	100	814	814	815	a 818
May	9300	823	814	818	a 816
June				820	a 840

Total Sales, including switches, 21,700 bbls. P. Crude S. E. 6½ Bid.

Saturday, November 13, 1926.

	—Range—				—Closing—
	Sales.	High.	Low.	Bid.	Asked.
Spot		790	a	...	
Nov.	400	815	815	790	a 815
Dec.				792	a 797
Jan.	400	800	798	792	a 799
Feb.				790	a 800
Mar.	3400	818	810	810	a 812
April				815	a 825
May	2300	826	823	823	a 824
June				825	a 840

Total Sales, including switches, 6,500 bbls. P. Crude S. E. 6½ Sales.

Monday, November 15, 1926.

	—Range—				—Closing—
	Sales.	High.	Low.	Bid.	Asked.
Spot		780	a	bid	
Nov.		780	a	800	
Dec.	200	790	790	785	a 788
Jan.				785	a 791
Feb.				785	a 792
Mar.	2700	812	797	799	a 800
April				805	a 812
May	3800	820	810	812	a 812
June	100	825	825	822	a 830

Total Sales, including switches, 6,800 bbls. P. Crude S. E. 6½ Sales.

Tuesday, November 16, 1926.

	—Range—				—Closing—
	Sales.	High.	Low.	Bid.	Asked.
Spot		800	a	...	
Nov.		800	a	821	
Dec.	1500	790	785	800	a 815
Jan.	1400	805	790	805	a 803
Feb.				802	a 810
Mar.	2600	820	800	820	a 819
April				825	a 835
May	5800	832	814	832	a 833
June				835	a 845

Total Sales, including switches, 11,300 bbls. P. Crude S. E. 6½ Bid.

Wednesday, November 17, 1926.

	—Range—				—Closing—
	Sales.	High.	Low.	Bid.	Asked.
Spot		775	a	...	
Nov.	300	797	785	775	a 800
Dec.				793	a 797
Jan.	100	800	800	800	a 800
Feb.				800	a 807
Mar.	2500	822	815	815	a 828
April				825	a 828
May	4700	835	822	828	a 827
June				825	a 845

Total Sales, including switches, 7,600 bbls. P. Crude S. E. 6½ Bid.



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National Carton Company

Joliet, Ill.

Thursday, November 18, 1926.

	—Range—				—Closing—
	Sales.	High.	Low.	Bid.	Asked.
Nov.		800	a	830	
Dec.				810	a 820
Jan.				820	819
Feb.				820	a 828
Mar.				839	820
April				835	a 850
May				852	836
June				870	855

SEE PAGE 43 FOR LATER MARKETS.

COCONUT OIL.—With limited pressure in the market and with buyers in evidence at the Coast, prices held very steady the past week notwithstanding further declines in tallow. Lighter shipments of copra had some influence on the market, but for the time being the market is showing comparative steadiness.

At New York nearby tanks quoted at 8½c and crude barrels at about 10c. At the Pacific coast nearby tanks quoted at 8c bid and 8@8½c asked, while futures held at 8½c.

CORN OIL.—The market was steady with an absence of pressure of low acid oil on the market, while 4 to 9 per cent acid quoted at from 7½ to 6½c.

SOYA BEAN OIL.—With a firm market in the Orient and limited pressure as well as some revival of consuming interest here, the undertone was steadier with New York barrels quoted at 12½c, while at the Pacific coast nearby tanks quoted at 9½c and futures 10@10½c.

PALM OIL.—Inquiry from consumers was fair and offerings were quite moderate. But prices were not more than steady with New York spot Nigre casks quoted at 8@8½c; shipment, 7½@7½c; Lagos spot casks, 8½c; shipment, 8½c.

PALM KERNEL OIL.—Demand was fair and offerings moderate, but interest was mainly for small lots. At New York spot tanks quoted at 9½c; shipment, 9½c; spot casks, 10c; and shipment, 9½c.

SESAME OIL.—Market nominal.

PEANUT OIL.—Market nominal.

OLIVE OIL FOOTS.—With some increase in offerings the market was easier,

with Italian, Spanish and Greek spot New York quoted 8½@9c, and balance of year shipment at 8½c.

COTTONSEED OIL.—Demand moderate; spot oil quoted 8.40 to 8½c; southeast and Valley crude, 6½c bid; Texas, 6½c sales.

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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products decidedly firmer the latter part of the week, with some revival of export lard demand, comparatively light hog receipts and covering of shorts. Profit taking and some pressure from packers slowed up the advance.

Cottonseed Oil.

Cotton oil stronger with bullish Government report and lard advance, but buying was mostly for shorts. Prices showed advances of one-half cent per pound over season's lows, but renewed commission house pressure caused reaction. Crude offerings moderate and cash demand fairly good. Southeast crude, 6½¢ bid; Valley, 6½¢ bid; Texas, 6.40c. Government October consumption report, 368,000 barrels, decidedly larger than expected, but visible supply estimated at 1,362,000 barrels, or 100,000 larger than last year. Sentiment mixed but majority looking for increased pressure on all bulges.

Quotations on cottonseed oil at Friday noon were: November, \$8.00@8.30; December, \$8.00@8.15; January, \$8.15; February, \$8.15@8.25; March, \$8.28@8.29; April, \$8.35@8.40; May, \$8.38@8.41; June, \$8.48@8.55.

Tallow.

Tallow, extra, 7½c.

Oleo Oil and Stearine.

Stearine, oleo, 9¾c.

Hull Oil Market.

Hull, England, Nov. 19, 1926.—(By Cable.)—Refined cottonseed oil, 36s 6d; crude cottonseed oil, 32s 6d.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Nov. 18, 1926, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (Hvy. Wt., 700 lbs. up):				
Good	\$16.00@17.00	\$14.50@15.50	\$16.50@18.00	\$16.00@17.50
Choice	15.00@16.00	13.00@14.50	14.00@16.50	15.00@18.00
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Good	17.50@18.50	.....	17.00@20.00	18.00@20.00
Choice	15.50@17.50	.....	14.00@17.00	15.50@18.00
STEERS (All Weights):				
Medium	12.50@15.00	11.00@13.00	11.00@14.00	12.00@15.00
Common	10.50@12.50	.....	9.50@11.00	11.00@12.00
COWS:				
Good	12.00@13.00	11.00@12.00	11.50@12.50	12.00@13.00
Medium	11.00@12.00	10.00@11.00	9.50@11.00	10.50@11.50
Common	9.50@11.00	9.50@10.00	8.50@9.50	9.50@10.50
Fresh Veal (1):				
VEALERS:				
Choice	17.00@18.00	.....	21.00@23.00	20.00@21.00
Good	15.00@17.00	.....	18.00@21.00	18.00@20.00
Medium	13.00@15.00	16.00@18.00	16.00@18.00	16.00@17.00
Common	11.00@13.00	14.00@16.00	14.00@16.00	.....
CALF CARCASSES (2):				
Choice	15.00@17.00	.....	14.00@17.00	20.00@21.00
Good	13.00@15.00	14.00@15.00	13.00@14.00	14.00@15.00
Medium	11.00@13.00	12.00@14.00	11.00@12.00	13.00@14.00
Common	9.00@11.00	11.00@12.00	.....	.....
Fresh Lamb and Mutton:				
LAMB (30-42 lbs.):				
Choice	25.00@27.00	24.00@25.00	25.00@27.00	26.00@29.00
Good	23.00@25.00	22.00@24.00	23.00@25.00	26.00@27.00
LAMB (42-55 lbs.):				
Choice .....	.....	22.00@24.00	24.00@26.00	24.00@27.00
Good .....	.....	20.00@23.00	22.00@25.00	22.00@25.00
LAMB (All Weights):				
Medium	21.00@23.00	20.00@22.00	23.00@24.00	23.00@26.00
Common	18.00@21.00	19.00@20.00	20.00@22.00	.....
MUTTON (Ewes):				
Good	13.00@15.00	13.00@15.00	14.00@16.00	14.00@15.00
Medium	11.00@13.00	11.00@13.00	12.00@14.00	12.00@13.00
Common	9.00@11.00	9.00@11.00	10.00@12.00	10.00@12.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	20.00@22.00	23.00@25.00	23.00@25.00	23.00@26.00
10-12 lb. av.	20.00@21.00	23.00@25.00	23.00@24.00	23.00@25.00
12-15 lb. av.	20.00@21.00	22.00@24.00	22.00@24.00	21.00@23.00
15-18 lb. av.	19.50@20.00	21.00@23.00	21.00@23.00	20.00@22.00
18-22 lb. av.	18.50@19.50	20.00@22.00	20.00@22.00	19.00@21.00
SHOULDERS:				
N. Y. Style: Skinned	18.00@18.00	.....	17.00@20.00	18.00@21.00
PICNICS:				
4-6 lb. av. ....	.....	18.00@20.00	17.00@19.00	18.00@19.00
6-8 lb. av. ....	.....	17.00@18.00	15.00@17.00	16.00@18.00
BUTTS: Boston Style..	19.00@21.00	.....	23.00@25.00	20.00@25.00
SPARE RIBS: Half Sheets..	14.00@16.00	.....	.....	.....
TRIMMINGS:				
Regular	13.50@14.50	.....	.....	.....
Lean	20.00@22.00	.....	.....	.....

(1) Includes "skin on" at New York and Chicago.

EUROPEAN PROVISION CABLES.

Little change is noted on the Hamburg market says E. C. Squire American Trade Commissioner, Hamburg, Germany, in his weekly cable to the U. S. Department of Commerce. The receipts of lard further decreased 1,100 metric tons, compared with 1,600 last week.

Pig arrivals at 20 of Germany's most important markets during the week were 75,000 at a top Berlin price of 17.74 cents per pound, compared with 71,000 at 21.41 cents per pound for same period 1925.

The Rotterdam market is reported as rather stale.

The Liverpool market is rather quiet, with poor consumptive demand.

The number of pigs bought dressed and alive in Ireland for bacon curing was 22,000 compared with 17,000 for the same period last year.

Danish slaughter of hogs is estimated at 71,000 for the week ending November 12.

Hamburg.

STOCKS. DEMAND.	PRICES.
	Cents per lb.
Refined lard	Med. @14.07
Frozen pork livers	Med.
Extra oleo oil	Poor @11.57
Extra oleo stock	Poor @11.11
Fat backs, 14-16 lbs. Med.	Med. @15.20
Fat backs, 12-14 lbs. Lt.	Poor @14.20
Fat backs, 10-12 lbs. Lt.	Poor @13.61

Rotterdam.

STOCKS. DEMAND.	PRICES.
	Cents per lb.
Extra neutral lard. Lt.	Poor @18.98
Refined lard. Lt.	Poor @14.20
Extra oleo oil. Med.	Poor @11.65@11.47
Prime oleo oil. Med.	Poor @10.92@10.74
Extra oleo stock. Med.	Poor @11.10
Extra premier jus. Med.	Poor @9.65@9.55
Fatbacks.	.....

	Antwerp.		
Refined lard	Lt.	Med.	Med.
Fatbacks	Lt.	Med.	Poor
Hams, AC, light	Med.	Poor	27.12@27.78
Hams, AC, heavy	Med.	Poor	26.91@27.94
Hams, long cut	Lt.	Med.	31.25@32.12
Cumberlands, light	Med.	Poor	22.57@23.22
Cumberlands, heavy	Med.	Poor	20.85@21.70
American Wiltshires, Med.	Med.	Poor	18.28@18.56
Scotch shoulders	Med.	Poor	16.00@16.23
Pilneys	Med.	Poor	24.00@24.74
Clear bailes	Med.	Poor	24.00@24.74
Refined lard boxes. Hvy.	Med.	Poor	@14.11
"Not quoted.	.....	.....	.....

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending Nov. 13, 1926, with comparisons, are reported by the U. S. Department of Commerce as follows:

Hams and Shoulders, Including Wiltshires.

	Jan. 1, 1926*		
	Nov. 13, 1926.	Nov. 14, 1926.	Nov. 6, 1926.
Total	1,710	3,500	1,860
To Belgium	6	31	1,364
United Kingdom	1,411	3,066	143,766
Other Europe	32	511	2,128
Cuba	47	329	63
Other Countries	211	44	117

Bacon, Including Cumberland.

	Week to		
Total	Nov. 13, 1926.	M lbs.	M lbs.
To Germany	8,584	4,820	3,914
United Kingdom	2,714	3,309	1,776
Other Europe	756	511	22,570
Cuba	16	48	15,267
Other Countries	48	44	5,843

Lard.

	Total		
Total	7,264	9,163	9,483
To Germany	400	1,778	8,907
Netherlands	687	304	43,616
United Kingdom	3,018	4,300	2,486
Other Europe	661	655	31,549
Cuba	1,225	829	68,543
Other Countries	1,278	742	83,200

Pickled Pork.

	Total		
Total	377	295	452
To United Kingdom	22	46	5
Other Europe	9	10	40
Canada	281	222	391
Other Countries	65	17	16

TOTAL EXPORTS BY PORTS.

	Hams and shoulders.	Bacon.	Pickled pork.
	M lbs.	M lbs.	M lbs.
Total	1,710	3,534	7,264
Boston	.....	.....	377
Detroit	1,228	614	18
Port Huron	367	318	285
New York	43	1,024	7
St. Louis	34	24	58
New Orleans	38	2,578	5,013
Philadelphia	.....	.....	9

DESTINATION OF EXPORTS.

	Exports to:		
United Kingdom (total)	1,411	2,714	1,435
London	145	308	10
Manchester	10	1,024	7
Glasgow	247	1,244	184
Other United Kingdom	356	702	1

	Exports to:		
Germany (total)	400	400	400
Hamburg .....	.....	.....	.....
Other Germany .....	.....	.....	.....

*Corrected to September 30.

FRIDAY'S GENERAL MARKETS.

New York, Nov. 19, 1926.—Spot lard at New York: Prime western, \$12.65@12.75; middle western, \$12.55@12.65; city, \$12.25; refined continent, \$13.25; South American, \$14.50; Brazil kegs, \$15.50; compound, \$10.50.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Nov. 19, 1926, show exports from that country were as follows: To England, 148,498 quarters; to continent, 27,454 quarters; others, none.

Exports for the previous week were: To England, 35,102 quarters; to the continent, 21,232 quarters; others, none.

How do you deodorize vegetable oils? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

November 20, 1926.

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, Nov. 18, 1926.

CATTLE.—Weighty fed steers—kinds scaling 1,200 lbs. upward—lost 50@75c on the most burdensome supply which has been offered in weeks. In instances there was more decline.

The first four days of the week showed about 75,000 head of cattle locally. At eleven large markets there was some reduction as compared with a week earlier, but practically everything arriving locally was fat and weight predominated. Yearlings sold to better advantage than heavies, but the country is marketing half fat yearlings more freely and such kinds have lost 25@40c. Choice yearlings, however, are nearly steady.

The extreme top on weighty steers was \$10.75, but \$10.00 was the practical high mark late in the week when most weighty bullocks turned at \$8.00@9.00. Offerings that had had a long turn on corn and scaled over 1,600 lbs. had to sell at \$8.75@9.00, and low qualified but meaty warmed up steers went into killer channels as low as \$6.50. Best yearlings available sold at \$11.50@12.25, with the closing top \$12.40.

Light heifers again sold off, the decline since early last week being 75c@\$1.00. Too many heavy steers again depressed good to choice heavy cows and the influence of excessive numbers generally weakened lower grade fat cows and cutters although these sold actively even though 10@15c lower. Bulls lost 25@35c and vealers 50c to \$1.00.

HOGS.—Better grade hogs mostly 35@50c lower for week; packing sows sharing decline; pigs weak to 25c lower. Late top \$11.65 for 250@300 lb. averages; best 200 lb. weights \$11.55; bulk desirable 170@300 lb., \$11.35@11.60; better grade slaughter pigs largely \$11.50@11.75; bulk packing sows \$10.00@10.65, lightweights upward to \$10.85, few extreme weights below \$10.00.

SHEEP.—With poultry competition in sight in eastern dress circles over the approaching holiday light receipts have had little bullish effect on fat lamb values the market closing in a strong position at levels 50c lower, spots showing 75c declines as compared with week ago, cull lambs and yearlings showing 50c decline with sheep 25c lower with spots 50c off.

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Fed westerns at the close reached \$13.40 with range offerings upward to \$13.00 and best natives to packers and small killers at \$13.25, most desirable woolled lambs going lightly sorted at \$12.75@13.00, choice fed clipped westerns selling upward to \$11.75; cull natives \$8.50@9.00 mostly. Fat ewes bulked at \$5.25@6.75, with yearling wethers during the week at \$9.00@10.50.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Nebr., Nov. 18, 1926.

CATTLE.—Prices worked unevenly lower on the bulk of fed steers and yearlings with the exception of choice yearlings and light steers in the specialty class, which are closing the week strong to 25c higher. All other fed offerings declined mostly 25@50c.

Choice long yearlings established a new top for the year at \$12.35. Bulk cleared at \$8.25@10.75.

She-stock prices declined mostly 25@50c; cutters steady. Bulls held steady and veal prices declined \$1.00.

HOGS.—Increased supplies at Eastern market centers brought about a downward

revision in hog values. While locally supplies have been below normal for this season of the year, with outlet confined for the most part to local packers, the declines effected at Eastern packing centers were enforced.

In a general way, lights and butchers are 40@50c lower, while packing grades have been held close to steady, because of scarcity. Thursday's bulk 140@200 lb. weights ranged \$10.50@10.85; 200@300 lb. butchers, \$10.85@11.00; top, \$11.00; packing sows, \$10.00@10.50.

SHEEP.—Comparisons of current prices with those of a week ago show a drop of fully 50c on fat lambs. Thursday's bulk of fat woolled lambs sold \$12.50@12.60; top \$12.65; fed clipped lambs, \$11.35@11.50.

Fat sheep held steady; desirable weight fat ewes, \$6.00@6.50.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

E. St. Louis, Ill., Nov. 18, 1926.

CATTLE.—The feature of this week's trade was the narrow outlet for all excepting light weight native steers. Compared with one week ago good and choice light weight native steers sold 25c lower; other natives, 50c lower; western steers,

LIVESTOCK PRICES AT LEADING MARKETS

Following are livestock prices at five leading Western markets on Thursday, Nov. 18, 1926, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
TOP	\$11.65	\$11.75	\$11.00	\$11.45	\$11.00
BULK OF SALES	11.00@11.60	11.50@11.65	10.50@11.00	11.00@11.25	9.50@11.00
Hvy wt. (250-350 lbs.), med-ch.	11.35@11.65	11.25@11.55	10.75@11.00	10.90@11.30	10.85@11.00
Med. wt. (200-250 lbs.), med-ch.	11.35@11.65	11.40@11.55	10.75@11.00	11.00@11.40	10.90@11.00
Lt. wt. (150-180 lbs.), med-ch.	11.25@11.65	11.35@11.55	10.50@10.90	11.00@11.30	10.75@11.00
Lt. lt. (130-160 lbs.), com-ch.	11.25@11.65	11.25@11.60	10.25@10.75	11.00@11.35	10.75@11.00
Packing sows, smooth and rough	9.75@10.85	9.75@10.50	9.75@10.50	9.50@10.75	9.25@ 9.75
Slaughter pigs (150 lbs. down), med-ch.	11.25@11.75	11.10@11.60	11.25@11.50	11.25@11.50	11.00@12.00
Av. cost and wt., Wad. (pigs excluded)	11.32-226 lb.	11.49-211 lb.	10.63-240 lb.	11.21-214 lb.	10.93-206 lb.
SLAUGHTER CATTLE AND CALVES:					
STEERS (1,500 LBS. UP):					
Good-ch.	8.50@10.25	9.25@11.75	8.25@ 9.75	8.00@ 9.65	.....
STEERS (1,100-1,500 LBS.):					
Choice	9.75@12.00	8.75@10.00	9.10@12.00	8.90@11.10	.....
Good	9.00@11.40	9.00@10.00	8.25@10.75	8.00@10.15	9.00@10.00
Medium	7.35@ 9.50	6.75@ 9.25	6.05@ 8.85	6.65@ 8.50	6.75@ 8.75
Common	6.25@ 7.50	5.50@ 6.75	5.35@ 6.65	5.50@ 6.65	5.25@ 6.75
STEERS (1,100 LBS. DOWN):					
Choice	11.50@12.40	11.25@12.00	10.75@12.25	10.15@12.00	.....
Good	9.50@11.75	10.00@11.25	8.85@11.25	8.50@10.90	8.75@11.00
Medium	7.25@ 9.50	7.00@10.00	6.65@ 9.35	6.90@ 9.15	6.75@ 8.75
Common	6.00@ 7.50	5.50@ 7.00	5.35@ 6.65	5.50@ 6.65	5.25@ 6.75
Canner and cutter	5.00@ 6.00	5.00@ 5.50	4.40@ 5.35	4.50@ 5.50	4.00@ 5.25
LT. YRGL. STEERS AND HEIFERS:					
Good to choice (850 lbs. down)	9.00@12.00	9.75@11.75	9.00@12.00	9.10@12.00	9.50@11.25
HEIFERS:					
Good-choice (850 lbs. up)	6.75@11.25	7.75@10.75	6.75@10.65	7.00@10.50	6.75@ 9.00
Common-med. (all weights)	5.50@ 8.00	5.00@ 7.75	4.75@ 7.50	4.75@ 7.75	4.75@ 6.75
COWS:					
Good to choice	5.25@ 7.00	5.75@ 7.25	5.50@ 7.50	5.50@ 7.25	5.50@ 7.00
Common and medium	4.50@ 5.25	4.75@ 5.75	4.40@ 5.50	4.65@ 5.50	4.25@ 5.50
Canner and cutter	3.75@ 4.50	3.50@ 4.75	3.75@ 4.40	3.75@ 4.65	3.25@ 4.25
BULLS:					
Good-ch. (beef 1,500 lbs. up)	6.15@ 6.75	6.00@ 6.25	5.75@ 6.25	5.75@ 6.15	5.50@ 6.25
Good-ch. (1,500 lbs. down)	6.25@ 6.75	6.00@ 6.50	5.75@ 6.50	5.75@ 6.25	5.50@ 6.50
Can-med. (canner and bologna)	5.00@ 6.15	4.25@ 6.25	4.50@ 5.75	4.00@ 5.75	4.50@ 5.80
CALVES:					
Medium to choice (milk fed. exc.)	6.00@ 8.50	6.00@ 8.00	5.25@ 7.50	6.00@ 8.25	5.50@ 7.00
Cull-common	4.75@ 6.00	4.75@ 6.00	4.25@ 5.25	4.00@ 6.00	4.00@ 5.50
VEALERS:					
Medium to choice	10.00@12.00	8.00@12.75	7.00@11.00	7.00@11.00	7.00@ 9.75
Cull-common	7.00@10.00	4.50@ 8.00	4.50@ 7.00	4.00@ 7.00	4.00@ 7.00
Slayer Sheep and Lambs:					
Lambs, mod. to choice (84 lbs. down)	11.75@12.50	11.25@12.25	11.25@12.65	11.25@12.00	10.75@12.75
Lambs, cul-com. (all weights)	8.00@11.75	8.50@11.25	7.75@11.25	7.75@11.25	8.00@12.75
Yearling wethers, medium to choice	9.00@11.50	8.00@11.00	7.50@10.50	8.25@10.50	8.25@10.50
Ewes, common to choice	4.25@ 6.75	3.00@ 6.00	3.75@ 6.75	3.75@ 6.25	3.75@ 6.25
Ewes, canners and cul.	1.50@ 4.25	1.50@ 3.00	1.25@ 3.75	1.50@ 3.75	1.50@ 3.75

Hogs **Exclusive Order Buyers** **Cattle**
Schwartz-Feaman-Nolan Co.
Kansas City Stock Yards **Kansas City, Mo.**

Order Buyers of Live Stock
Potts-Watkins-Walker
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Reference: National Stock Yards National Bank

November 20, 1926.

THE NATIONAL PROVISIONER

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75c lower; low cutters, 10@15c higher, good and choice vealers, 75c lower; other classes steady.

Tops for week: yearlings, \$12.35; mixed yearlings, \$11.50; matured steers, \$10.50. Bulks for week: native steers, \$7.50@10.00; Western steers, \$6.75@7.25; fat mixed yearlings and heifers, \$10.00@11.00; cows, \$5.00@6.00; low cutters, \$3.50@3.75.

HOGS.—New low price levels for the year prevailed in the hog market this week. Big packers bought best hogs late Tuesday at \$11.45 and \$11.50, but the market whipped up a little from midweek on and top went to \$11.75 today, with bulk of sales all weights 130 lb. and over \$11.50@11.65, which is 40@50c under last Thursday.

Good pigs are selling from \$11.50@11.65; packing sows mostly \$10.00@10.35. The top on the close today was \$11.60. Most late sales medium and heavy butchers \$11.50 and \$11.55.

SHEEP.—The market for fat lambs is around 50@75c lower than this time last week; other classes unchanged. Tops as well as bulk of lambs brought \$13.00 today; culs, \$8.50; best native ewes, \$6.00; good aged wethers, \$7.50.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Nov. 18, 1926.

CATTLE.—Quality of the week's supply was mostly medium to good and trading was featured with considerable unevenness. Desirable yearlings were in demand and held at steady to strong levels. Other fed steers sold unevenly at steady to 50c lower rates.

Light weight steers moved at steady to 25c lower prices, while weighty offerings were off as much as 50c in extreme cases. Mixed yearlings scored the week's top at \$11.35, although nothing strictly choice arrived.

Choice heavies made \$10.25 and best medium weights went at \$10.50. Bulk of the fed offerings sold from \$7.75@11.25, and the few grassers that were offered sold from \$6.50@7.50.

Fat she-stock held steady, while cutter grades closed 10@15c higher. Bull prices are firm, while vealers slumped around \$1.00 with tops at \$10.50.

HOGS.—A weak to lower undertone prevailed through most of the week and prices are generally 40@50c lower than last Thursday. Some reaction was in evidence on Wednesday's session, but it was more than erased the following day.

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At the close choice medium weight butchers sold at \$11.45 and selected light lights up to \$11.40. Packing sows are 25@35c lower, with \$9.75@10.75 taking the bulk.

SHEEP.—Fat lamb prices were lowered from 25@40c during the week, with the closing top on desirable grades at \$12.90. Earlier in the week the top reached \$13.00 on choice fed westerns.

Bulk of the week's supply went from \$12.35@12.85, which included both native and western arrivals.

Aged sheep closed around 25c lower with best fat ewes at \$6.25 and others selling from \$5.50@6.15.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Department of Agriculture.)

So. St. Paul, Minn., Nov. 17, 1926.

CATTLE—Few net changes have developed in the cattle market since the windup of last week, but at present the market is carrying a weak undertone with the approaching poultry season together with the downward trend at most outside points being contributing influences. Short fed steers and yearlings were in more liberal supply and sold in line with the depression at outside points, a range of \$8.50@9.50 stopping the bulk with grass fats largely at \$6.25@7.50.

The stock trade continues to hang in the \$4.25@6.25 levels; cutters from \$3.50@3.75; bulls around \$5.00@5.40. Vealers continue largely in the \$9.50@9.75 register.

HOGS—The downward trend in the hog market of the past week has resulted in losses of 50@75c for the period, although the pig market is 25c higher than a week ago. Bulk of the butcher and bacon hogs are now selling at \$11.10 with packing sows at \$9.50@9.75, desirable pigs mostly \$12.25.

SHEEP—Fat lambs are 50@75c lower than a week ago, with culs, heavies and fat ewes also showing some price losses. Most of the better grade fat lambs are now selling at \$12.50, with a load of 80 lbs. lambs to shippers today at \$12.75.

Yearling wethers are selling mostly from \$9.00@9.50. Culls and heavy lambs are going at \$8.00@10.00. Fat ewes are clearing from \$4.00@6.00.

SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Nov. 17, 1926.

CATTLE—Cattle receipts are running moderate for this week, but there is too much show and prospective show in sight for much excitement in the open trade. In the prime steer line the Royal of this week and the International 10 days hence are getting the attention of trade that wants some fancy holiday beef for display.

While prime light beeves can be quoted at \$12.00@12.25, the best here this week sold at \$11.75, the price for very choice beeves of close to 1,200 lbs. weight. Bulk of fed steers and yearlings, \$10.00@11.25; short feds, \$9.00@10.25; warmed ups, \$8.00@9.00.

Bulk of beef cows, \$5.00@6.00; heifers, \$6.50@7.50 and up. Total cattle here for the half week 13,000.

HOGS—Receipts of hogs 5,000; total for the half week, 13,800, lightest for a long time. The market was steady to 15c lower on light weights and 10@15c lower on others.

Bulk of butchers, \$11.00@11.15; a few strong weights at \$11.25; underweight light, \$10.50@10.75; sows, \$10.00@10.75; native pigs, \$9.00@10.00.

SHEEP—Sheep were steady with best lambs at \$12.75 and ewes quotable at \$6.50.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., Nov. 16, 1926.

CATTLE—Cattle receipts for two days this week around 8,000 compared with 6,838 same days a week ago. Beef steers were plentiful, but choice kinds were scarce. Supplies were too heavy and values are mostly 15@25c lower, heavier kinds showing more loss in some cases. Best yearlings averaging 839 lbs. sold

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OMAHA

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SHOUX CITY

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J. T. Brown, Jr., Mgr.

W. L. Kennett, Louisville, Ky.

F. L. Murray, Nashville, Tenn.

C. B. Heinemann, Service Manager, Chicago

November 20, 1926.

at \$11.40, but sales above \$10.00 were not numerous, and bulk of short-feds ranges \$8.00@\$9.50, with Kansas grassers \$7.00@\$7.85.

Butcher stock uneven, steady to 25c lower, better grades showing the decline. Choice cows ranged up to \$6.75, most fair to good kinds \$4.75@5.75, and canners and cutters \$3.75@4.50. Grass heifers mostly \$6.00@7.50, short-feds \$9.00@9.25. Mixed yearlings ranged \$8.00@\$9.50.

Bologna bulls \$5.35 down, with choice butchers up to \$5.75. Calves held steady, top veals selling at \$11.50.

HOGS—Hog receipts around 8,500 for two days this week against 9,157 same days last week. There was a little strength to the market Monday, but prices were 10@25c lower Tuesday.

The day's top was \$11.50, and bulk of sales \$11.10@11.35. Packing sows mostly \$9.50@11.00.

SHEEP—Though sheep receipts were light, the market continued to decline. Aged sheep 25c lower, with best ewes \$6.25. Lambs 25@50c lower, best fed kinds today at \$13.00, and rangers \$12.75. Natives were very scarce.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Nov. 13, 1926, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	7,887	7,300	22,195
Swift & Co.	8,789	16,900	21,862
Morris & Co.	4,728	10,800	8,511
Wilson & Co.	7,476	11,500	9,752
Anglo-Amer. Prov. Co.	1,106	7,300	...
G. H. Hammond Co.	4,056	6,400	...
Libby, McNeil & Libby	2,417		
Brennan Packing Co., 5,300 hogs; Miller & Hart, 4,200 hogs; Independent Packing Co., ... hogs; Boyd, Lunham & Co., 7,600 hogs; Western Packing & Provision Co., 8,700 hogs; Roberts & Onke, 5,200 hogs; others, 24,600 hogs.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	6,482	2,288	8,296	2,069
Cudahy Pkg. Co.	5,697	1,344	4,790	4,718
Fowler Pkg. Co.	1,133	1	...	...
Morris & Co.	5,233	1,181	4,962	1,564
Swift & Co.	6,420	1,576	8,174	2,423
Wilson & Co.	6,508	1,032	6,561	3,004
Local butchers	688	57	1,320	77
Total	32,161	7,509	34,103	13,855

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,538	5,918	5,387
Cudahy Pkg. Co.	6,241	5,712	6,649
Dold Pkg. Co.	987	4,085	...
Morris & Co.	3,776	2,651	2,782
Swift & Co.	6,041	4,213	4,779
Glassburg, M.	6		
Hoffman Pkg. Co.	42		
Maynayovich & Vall.	63		
Omaha Pkg. Co.	58		
J. Rife Pkg. Co.	12		
J. Roth & Sons	61		
No. Omaha Pkg. Co.	104		
Lincoln Pkg. Co.	211		
Morell Pkg. Co.	14		
Sinclair Pkg. Co.	111		
Wilson & Co.	61		
Kennett-Murray Co.	1,266		
J. W. Murphy	3,175		
Other hog buyers Omaha.	8,502		
Total	22,326	35,555	10,597

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,740	819	3,369	1,767
Swift & Co.	5,121	1,753	4,574	2,321
Morris & Co.	2,744	881	2,775	1,491
East Side Pkg. Co.	1,949	154	5,197	50
Others	4,563	1,077	14,151	2,148
Total	17,117	4,664	30,066	7,777

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,303	1,062	15,777	7,354
Armour & Co.	2,400	312	8,254	2,483
Morris & Co.	2,335	369	7,538	1,269
Others	4,221	576	4,748	3,002
Total	12,268	2,319	36,317	14,108

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	6,187	5,362	32,905	8,505
Cudahy Pkg. Co.	679	2,637	...	...
Hertz Bros.	170	36	...	...
Swift & Co.	8,904	8,044	45,067	10,638
United Pkg. Co.	2,776	15	88	17,805
Others	2,776	88	17,805	7,831
Total	20,597	16,943	96,527	27,084

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,211	523	5,655	3,384
Armour & Co.	3,071	583	4,908	4,488
Swift & Co.	1,922	633	3,329	2,986
Sacks Pkg. Co.	312	16	2	...
Smith Bros. Pkg. Co.	42	4	47	...
Local butchers	126	15	3	...
Order buyers and packer shipments	1,890	216	6,556	1,236
Total	10,590	1,900	20,501	11,954

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,182	500	6,522	256
Dold Pkg. Co.	576	28	3,617	...
Local butchers	242	...	...	...

TOTAL.

	Cattle.	Calves.	Hogs.	Sheep.
Total	2,000	587	10,139	256

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,570	233	2,198	1,073
Armour & Co.	869	135	1,849	1,077
Blythe-Murphy Co.	448	107	981	...
Others	411	275	256	\$10

TOTAL.

	Cattle.	Calves.	Hogs.	Sheep.
Total	3,328	750	5,284	2,960

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,777	574	1,401	130
Wilson & Co.	2,553	637	2,060	80
Other butchers	115	...	234	...

TOTAL.

	Cattle.	Calves.	Hogs.	Sheep.
Total	4,445	1,211	3,695	210

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,190	2,983	10,907	3,314
Kingan & Co.	1,749	669	15,794	669
Armour & Co.	240	26	2,877	47
Indianapolis Abt. Corp.	1,364	72	...	55
Hilgemeyer Bros.	...	...	557	...
Brown Bros.	127	16	...	...
Bell Pkg. Co.	24	...	663	...
Beverlyview Pkg. Co.	15	5	195	2
Meier Pkg. Co.	80	10	262	...
Ind. Prov. Co.	8	34	403	...
A. Wabnitz	541	119	477	226
Hoosier Abt. Co.	43	...	...	...
Others	541	75	...	...

TOTAL.

	Cattle.	Calves.	Hogs.	Sheep.
Total	5,392	3,944	32,591	4,351

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	870	154	4,253	272
Kroger Groc. & Bak. Co.	279	106	2,107	...
Gus Juengling	201	115	...	64
J. & F. Schrot Pkg. Co.	22	...	2,558	...
H. H. Meyer Pkg. Co.	63	...	2,419	...
J. Hilberg's Sons	165	17	...	52
A. Sander Pkg. Co.	10	...	1,355	...
Sam Gall	22	28	...	407
J. Schlacter's Sons	183	180	...	241
Wm. G. Rehn's Sons	179	75	...	...

TOTAL.

	Cattle.	Calves.	Hogs.	Sheep.
Total	1,907	675	12,692	1,036

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending Nov. 13, 1926, with comparisons:

CATTLE.

	Week ending Nov. 13.	Prev. week.	Cor. week.
Chicago	36,459	34,740	36,620
Kansas City	32,161	30,042	29,408
Omaha	22,326	20,650	23,625
St. Louis	17,117	13,587	31,594
St. Joseph	12,262	12,925	13,333
Sioux City	10,580	10,927	10,625
Oklahoma City	4,445	2,767	4,777
Indianapolis	5,392	4,617	5,189
Cincinnati	1,997	1,750	1,587
Milwaukee	2,000	2,228	2,246
Wichita	3,328	2,300	4,062
Denver	20,597	19,120	16,117

HOGS.

	Week ending Nov. 13.	Prev. week.	Cor. week.
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November 20, 1926.

THE NATIONAL PROVISIONER

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—There was a light scattered trade in packer hides during week at steady prices, sales of slightly over 50,000 hides being reported, mostly November take-off, a few October. Killers asking steady prices for further quantities, and keeping well sold up to current kill. Quality still reported good, and smaller buyers expected to absorb light offerings.

Spready native steers nominally 16@16½c, in line with recent decline on other hides. Heavy native steers quiet and 15c asked. Total sales of 4,900 extreme native steers at 14c.

Two packers each sold 1,000 butt branded steers at 14c. One killer moved 4,000 Colorados at 13½c. About 10,000 heavy Texas steers brought 14c; one packer moved 7,000 light Texas steers at 13c; extreme light Texas steers sold in small way with branded cows at 12½c.

About 4,000 heavy native cows sold at 13½c. Numerous bids in the market at 13c for light native cows, all killers asking 13½c and two packers each sold 1,000 during the week at 13½c. One killer moved 7,000, another 10,000, branded cows at steady price of 12½c.

Native bulls nominally 10@10½c, with buyers inclined to call 10c top. Branded bulls nominally 7½@8c for northerns and 8½@9c for southerns, last sale being car of Ft. Worths at 9c.

SMALL PACKER HIDES—Market quiet but steady on small packer hides. Last trading in November and December productions was at 13c for all-weight native steers and cows, 12½c for branded. Further lots available at these figures.

Native bulls last sold at 9½c for November and December, branded bulls at 7½c.

COUNTRY HIDES—Country hides holding fairly steady for prompt delivery. Demand from tanners moderate but stocks not large, even in heavier weights; some foreign demand for heavy hides, but dealers experience difficulty in shipping.

Good all-weights, around 47-lb. average, quoted at 11c, selected, delivered. Heavy steers priced at 10@10½c; heavy cows 10c generally asked, buyers talking 9½c. Buff weights quoted at 10½@11c, with some sales reported at top figure. Extremes, 25-45 lb., held at 14c, 25-50 lb. around 13c. Bulls, 7½c, selected. All-weight western branded quoted around 9c, Chicago freight.

CALFSKINS—Packer calfskins quiet; last trading was at 18½c for October take-off.

First salted Chicago city calfskins firm; 17c paid and asking 17½c for more. Outside city skins priced at 16@16½c, 17c

being asked by some. Resalted skins slow and priced at 13½@15c, selected.

KIPSKINS—Packer kips quiet but firm. One packer offering Nov. production at 18c; last trading at 17½c for Oct. natives. Over-weights last sold at 15½c, branded at 13½c.

First salted Chicago city kips sold at 16½c and generally well sold up. Outside city kips priced at 15½@16c. Resalted lots at 14@15c, selected.

Packer regular slunks easier; market generally quoted around \$1.75 asked, although some understood to have sold around \$1.25. One packer sold 1,000 hairless slunks at steady price of 85c; late last week another packed moved 2,200 at 85c, flat.

HORSEHIDES—Horsehides fairly firm. Choice renders priced at \$5.00, a few held at \$5.25; good mixed lots selling at \$4.50; ordinary country lots priced at \$4.00.

SHEEPSKINS—Dry pelts quoted at 22@24c per lb., according to section. Packer shearlings continue rather quiet; one packer sold mixed car, not all No. 1's, at \$1.15; nominal market for straight No. 1's considered \$1.25. Pickled skins quiet and priced nominally around \$8.50 per doz. for straight run. Packer wool lambs selling at \$2.85 per cwt. live lamb at Chicago and \$3.00 per cwt. at New York.

PIGSKINS—No. 1 pigskin strips about unchanged. Last sales at 8c for other than tanning purposes; tanners' view, 7@7½c f.o.b. Gelatine stocks quiet; bids of 4½c and 4½c reported, 5c asked.

New York.

PACKER HIDES—In trading toward end of last week city packer hide market fairly well cleaned up on November hides, both native and branded. This week a small lot of November kosher native steers sold at steady price of 15c. Kosher butt brands last sold at 14c; Colorados at 13½c. One lot of 1,000 stuck throat Sept.-Oct., all-weight native cows sold at 13c and around 900 native bulls were sold by Brooklyn packer at 9½c.

COUNTRY HIDES—Country hide market quiet. Tanners not inclined to pay prices asked, but limited unsold stocks tend to keep market steady. Buffs held around 11c. Extremes, 25-45 lb., offered at 14c, 25-50 lb. around 13½c.

CALFSKINS—New York city calfskin market about unchanged; offerings light. A few 5-7's reported sold at \$1.60, and 7-9's at \$1.90; the 9-12's quoted nominally at \$2.70. A little more activity in kips; 12-17 lb. veals offered at \$3.20@3.25, buttermilk at \$2.85@2.90, and 17-lb. and up \$4.10@4.25 asked.

Stocks and Distribution of Hides and Skins

Stocks of hides and skins for the month of September, 1926, based on reports received from 4,240 manufacturers and dealers, are reported by the U. S. Department of Commerce as follows:

	Stocks on hand or in transit Sept. 1926.	Stocks disposed of Aug. 1926.	Stocks disposed of Sept. 1925.	Stocks disposed of Sept. 1926.
Cattle, total, hides	4,124,890	4,118,662	3,502,543	1,705,579
Domestic—packer hides	2,889,221	2,786,214	2,401,233	1,065,228
Domestic—other than packer hides	1,046,731	1,133,310	620,300	501,371
Foreign (not including foreign-tanned) hides	188,938	188,938	223,982	111,080
Buffalo hides	27,968	36,306	48,453	6,175
Cattle and kip, foreign-tanned hides and skins	2,414	2,717	9,875	503
Calf and kid skins	4,372,188	4,526,805	4,247,685	1,517,261
Horse, goat, deer and mink				
Hides	83,025	91,246	69,889	31,267
Fronts, whole	117,626	125,000	57,108	1,189
Butts, whole	159,197	242,639	181,398	16,457
Shanks	47,062	40,544	73,564	
Goat and kid skins	12,237,885	11,572,405	9,838,898	1,537,519
Cabretta skins	1,268,237	1,195,632	770,804	67,900
Sheep and lamb skins	8,212,387	8,102,947	8,100,023	2,168,823
Skivvers and fleshers, dozens	131,463	120,310	107,507	47,504
Kangaroo and wallaby skins	79,137	79,137	118,116	
Deer and elk skins	200,835	220,998	300,794	92,919
Pig and hog skins	20,879	33,430	24,118	8,086
Pig and hog stripes, pounds	474,597	480,216	379,295	153,619

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Nov. 13, 1926.

CATTLE.			
Week ending Nov. 13.	Prev. week.	Cor. week.	Nov. 12.
Chicago	36,450	34,740	36,030
Kansas City	39,670	37,100	37,569
Omaha	23,820	18,835	23,578
East St. Louis	17,117	15,090	15,099
St. Joseph	9,037	11,152	11,761
Saint Paul	11,037	10,924	9,922
Cudahy	957	1,000	1,065
Fort Worth	7,580	8,032	...
Philadelphia	2,421	2,321	2,083
Indianapolis	5,204	4,724	4,499
Boston	2,424	2,383	2,508
New York and Jersey City	10,474	10,023	8,972
Oklahoma City	5,656	4,270	6,182
Total	172,848	161,329	159,073

HOGS.			
Chicago	115,800	118,200	105,200
Kansas City	34,103	29,569	25,555
Omaha	24,154	21,820	27,047
East St. Louis	30,068	34,162	33,856
St. Joseph	31,750	30,385	23,483
Saint Paul	16,907	18,937	27,782
Cudahy	8,376	8,085	19,230
Fort Worth	3,494	3,486	...
Philadelphia	18,537	18,367	24,186
Indianapolis	24,584	18,148	27,000
Boston	10,411	10,017	14,112
New York and Jersey City	60,631	51,576	69,366
Oklahoma City	3,095	3,329	5,396
Total	372,206	368,081	400,175

BEEF.			
Chicago	62,350	42,273	39,374
Kansas City	13,853	9,945	16,360
Omaha	20,066	26,158	21,558
East St. Louis	7,771	8,900	8,048
St. Joseph	11,104	12,986	13,027
Saint Paul	11,350	10,102	7,810
Cudahy	385	200	582
Fort Worth	1,597	2,485	...
Philadelphia	6,342	5,854	5,010
Indianapolis	1,075	1,069	943
Boston	7,887	6,699	5,504
New York and Jersey City	61,210	55,852	49,577
Oklahoma City	210	161	209
Total	205,783	182,614	169,951

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Nov. 20, 1926, with comparisons, are reported as follows:

PACKER HIDES.			
Week ending Nov. 20, '26	Week ending Nov. 18, '26	Cor. week.	Nov. 12.
Spready native	10 @16½n	17 @17½n	17 @17½
Heavy native	@15	@15	16 @16%
Heavy Texas	@14	@14	15 @15%
Heavy butt	@14	@14	15 @15%
Branded steers	@13	@13	14 @14%
Heavy Colorado	@13½	@13½	14 @14%
Ex-light Texas	@13n	@12½	12 @12%
Branded cows	@12½	@12½	12 @12%
Heavy native	@13½	@13½	15 @15%
Light native	@13½n	@13½	14 @14%
Native bulls	10 @10½n	10 @10½	12 @12%
Branded bulls	8 @9½	9 @10	9 @9½
Calfskins	@18½	@18½	22 @22%
Kips	17½ @17½	17½ @17½	20 @20%
Kips, overwt.	15½ @16	15½ @16	17 @17½
Kips, branded	13½ @14	13½ @14	16 @16%
Slunks, regular	1.25@1.75	1.25@1.75	1.1 @1.05
Slunks, hairless	@85	@85	50 @55
Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.			
CITY AND SMALL PACKERS.			
Week ending Nov. 20, '26	Week ending Nov. 18, '26	Cor. week.	Nov. 12.
Natives, all weights	@13	@13	14 @14%
Branded hds.	6 @12½	6 @12½	6 @12½
Bulls, native	6 @9½	5 @10	6 @10½
Branded bulls	7½ @8	7½ @8	8 @8
Calfskins	17 @17	17 @17	18 @18%
Kips	16 @16	16 @16	16 @16%
Slunks, regular	@1.25n	@1.25n	1.0 @1.0
Slunks, hairless	No. 1	No. 1	No. 1
No. 1	@60n	@60n	@40
COUNTRY HIDES.			
Week ending Nov. 20, '26	Week ending Nov. 18, '26	Cor. week.	Nov. 12.
Heavy steers	10 @10½	10 @10½	12 @12%
Heavy cows	9½ @11	10 @10½	11 @11½
Bufs	10½ @11	10½ @11	11½ @11½
Extremes	13 @14	13 @14	14 @14½
Bulls	7 @7½	7 @7½	8 @8
Calfskins	13½ @13½	13½ @13½	14 @14%
Kips	13 @13½	13 @13½	15 @15%
Light calf	1.00@1.00	1.00@1.00	1.1 @1.1
Deacons	1.00@1.00	1.00@1.00	1.00@1.00
Deacons	1.00@1.00	1.00@1.00	1.00@1.00
Slunks, regular	6 @7	6 @7	7 @7
Slunks, hairless	6 @7	6 @7	7 @7
Horsehides	4.00@6.25	4.00@6.25	3.0 @3.0
Hogskins	35 @45	35 @45	25 @25
HUEMPKINS.			
Week ending Nov. 20, '26	Week ending Nov. 18, '26	Cor. week.	Nov. 12.
Packer lambs	1.50@2.25	1.50@2.25	1.50@2.25
Pkrs. shearings	1.25@1.30	1.25@1.30	1.40@1.40
Dry pelts	0.22@0.24	0.22@0.24	0.26@0.26

ICE AND REFRIGERATION

ICE NOTES.

Wallabout Market & Cold Storage Company has been incorporated in Brooklyn, N. Y., with a capital stock of \$50,000 by A. Zwoden, M. Long and others.

Cold Spring Ice & Cold Storage Company has been incorporated on Market street, Camden, N. J., with a capital stock of \$150,000.

Acme Ice & Refrigerating Company has been incorporated in Houston, Tex., with a capital stock of \$85,000 by J. B. Joseph, F. M. Joseph and S. E. Myers.

Kohrs Cold Storage Company has been incorporated in Davenport, Ia., with a capital stock of \$250,000 by W. H. Gehrman and others.

Rogers Ice and Cold Storage Company has let contract for the erection of a two story addition to its plant in Rogers, Ark.

General Utilities & Operating Company plans to erect an ice and cold storage plant in Monticello, Fla.

A new ice storage plant is being erected in Battle Creek, Mich., at a cost of around \$20,000 by the City Ice & Cold Storage Company.

GERMAN REFRIGERATING MEET.

A number of representatives from foreign countries attended the general convention of the Deutscher Kalte-Verein, the German Association of Refrigeration, held recently in Cologne, Germany.

Among the prominent American visitors was Charles H. Behre, representing the American Association of Ice and Refrigeration.

Several interesting and valuable papers were presented, among them "Humidity Regulation in Cold Storage Rooms," "The Economic Importance of Frozen Meat," "Appearance Changes in Frozen Meat," and others.

The present officers were unanimously re-elected, and Karlsruhe was named as the place of the next meeting, to be held in the spring of 1927.

MEAT JUDGING CONTEST.

Ten states will seek honors in the first Intercollegiate Meat Judging Contest ever held, which is to be introduced at the International Live Stock Exposition at Chicago, November 27 to December 4. Teams entered thus far are from Colorado State Agricultural College, University of Illinois, Iowa State College, University of Minnesota, University of Missouri, University of Nebraska, Oklahoma A. & M. College, Pennsylvania State College, South Dakota State College, and University of Wyoming.

Announcement of the contest has been received with enthusiasm by agricultural colleges throughout the United States, it is said. They look upon the idea as an excellent means of broadening the work on meats at the institutions and feel that it is a valuable addition to the college stock judging competition which is held annually at the International. It is pointed out that while all colleges were 100 per cent in favor of the contest, a number of them were not prepared to enter until next year.

The contest has been planned to include the judging of beef, pork, and lamb. Contestants will be required to pass on the meat both in carcass form and as cuts. Not only will they place the carcasses and cuts, but they will give written reason for their placings.

An appropriate trophy will be provided for the winning team and this team will hold it for a period of one year. To retain it permanently a team must win it three times. Emblems and ribbons will be awarded for individual honors.

Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue
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PHILADELPHIA, PA.

Novoid Corkboard Insulation

Made of specially selected, clean, dry cork granules. Compressed and baked in double width molds, split and finished full standard 12"x36"—no "green centers" possible.

Write Dept. 42 for Literature and Sample.

Cork Import Corp., 345 West 40th St., New York City

STEVENSON'S 1922

"Man Size" Door Closer stops the loss—the outflow of dry cold air, the ruinous inflow of warm moist air—at unclosed doorways.

Size No. 1 (29 $\frac{1}{2}$ in.) \$8.50 No. 2 (33 $\frac{1}{2}$ in.) \$8.50
Price F. O. B. Chester

State size of doors. Whether right or left hand. Whether door and frame are flush.

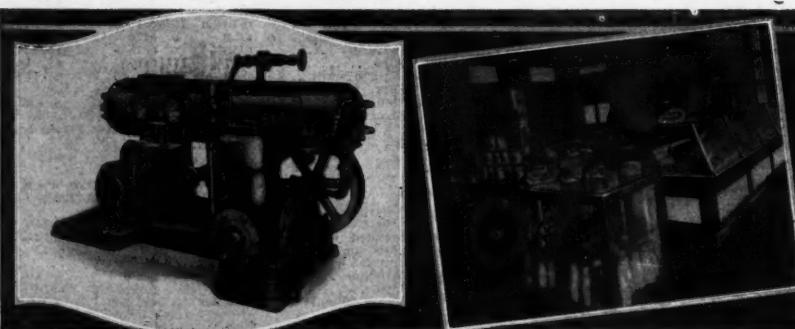
There's only one way to greater economy—shall we tell you about it?

Stevenson Cold Storage Door Co.

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Out shows right hand door closer, No. 1 size, 29 $\frac{1}{2}$ in. long. Its spring—No. 1 gauge wire 9/32 galvd.—wound very open so ice and rust cannot cling it. Made in two sizes, and for both right and left hand doors.

Chester, Penna.



ARE YOU SELLING YOUR SHARE?

York Mechanical Refrigeration will help you to do it.

According to estimates made by the United States Department of Agriculture, the total per capita consumption of all meats (beef, veal, mutton, lamb and pork) was 154.3 pounds during 1925.

Multiply the number of your custo-

mers by 154.3 and compare the result with your meat sales for last year.

What's the answer?

Write for further particulars on York Mechanical Refrigeration for the meat market, and how it will help you.

YORK Manufacturing Company
Ice Making and Refrigerating Machinery Exclusively
York, Penna.

BEEF SHOW AT CLEVELAND.

Junior livestock raisers of three states will hold the stage in Cleveland for four days, Dec. 6-9, when the mammoth Public Auditorium will house the pick of baby steers from Ohio, Michigan and Indiana. Plans for the entertainment of the 250 boy and girl exhibitors have been completed, according to A. Z. Baker, president of the Cleveland Union Stockyards Co. and general manager of the Cleveland Junior Live Stock Show.

A luncheon will be tendered the young beef raisers by the Cleveland Chamber of Commerce, whose Agricultural Development Committee is cooperating in the promotion of the show. The entries will be judged Monday night, Dec. 6, and the big auction will be held the following evening. There are already rumors that last year's record price of \$3.05 per pound for the grand champion will be beaten.

All the special exhibit space has now been taken. One large exhibit is coming from the Sesqui-Centennial Exhibition, Philadelphia, and another direct from the U. S. Department of Agriculture. Thirty girls so far have definitely entered as exhibitors of baby steers. Ohio, to date, is outstripping Indiana and Michigan in the number of entries, proportionate to territory.

Browne Cold Air Circulation and Humidity Control System

Patented, November 11, 1924; July 13, 1926

Serves—

Dry, Cold Air—Even, Unvarying temperatures, and proper relative humidity throughout ALL parts of refrigerated rooms;

Accumulation—

of Condensation and moisture REVOLVED and PREVENTED, and at the same time ALL heat and excessive moisture is rapidly withdrawn from all meat products;

Vital—

and necessary to AVOID mold and waste, making possible the proper handling and conserving of packing house products;

THE BROWNE DEFROSTER for Refrigerating Plants. Patented Oct. 12, 1926. Rapidly removes ALL snow and ice from refrigerant pipes WITHOUT interfering with refrigeration or temperature of room.

Milton W. Browne, Consulting Expert

Inventor and Manufacturer

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MEMBER AMERICAN SOCIETY OF REFRIGERATING ENGINEERS

TANNERS' COUNCIL MEETS.

Problems of general interest to the hide trade were discussed at the annual meeting of the Tanners' Council, held last week in Chicago. There was a good attendance of hide men from all parts of the country, and many interesting talks and discussions were heard. As all sessions of the meeting were limited to members of the Council only, the discussions were frank and to the point.

President Fraser M. Moffat reported on the London conference at the opening session, on Thursday, November 11, followed by Ernest S. Bradford, who spoke on "New Levels of Operations."

The luncheon following this session was presided over by Cecil Q. Adams, chairman of the Board. The principal speaker was Edward N. Huyck, president of the Kenwood Mills, Albany, N. Y., whose subject was "Competitive Cooperation." This was followed by a general discussion. In the evening the annual dinner and meeting of the Tanners' Products Company was held.

The second and last day of the gathering was given over to group meetings, in charge of Group Chairmen.

"BOSS" OUTFIT DECLARED O. K.

The Vermont Packing Company has lately installed a complete "Boss" hog killing outfit. They write The Cincinnati Butchers' Supply Company, manufacturers of "Boss" machines, that their new equipment works O. K., and that they are well pleased with its installation and operation by the "Boss" erector.

Efficient—

Uniform, and Even cooling of meat products within refrigerated rooms, and a SAVING of 25 per cent to 35 per cent in refrigeration is obtained;

Scientific—

Cold, Air Circulation and Humidity Control insures rooms and products free of excessive moisture. Satisfactory results guaranteed.

Eighteen

(18) Systems have been installed during the past six (6) months.

NEW YORK MEAT SUPPLIES

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending Nov. 13, 1926, with comparisons, as follows:

Western dressed meats:	Week ending Nov. 13.	Cor. week.	Cor. week.
Steers, carcasses	8,440	7,926	8,895
Cows, carcasses	581	631	1,257
Bulls, carcasses	121	125	784
Veals, carcasses	10,433	9,175	15,649
Hogs, carcasses	50	—	—
Lambs, carcasses	22,182	24,290	20,949
Mutton, carcasses	3,715	3,898	4,452
Beef cuts, lbs.	487,060	477,432	384,749
Pork cuts, lbs.	1,315,402	1,181,988	1,117,238

Local slayings:

Cattle	10,474	10,023	8,972
Calves	18,033	12,613	11,249
Hogs	50,621	51,575	68,300
Sheep	61,235	55,852	49,877

PHILADELPHIA MEAT SUPPLIES

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Nov. 13, 1926, with comparisons:

Western dressed meats:	Week ending Nov. 13.	Prev. week.	Cor. week.
Steers, carcasses	2,625	3,137	2,714
Cows, carcasses	1,082	1,084	1,056
Bulls, carcasses	587	672	290
Veals, carcasses	2,124	2,374	2,388
Lambs, carcasses	9,184	10,485	7,748
Mutton, carcasses	1,482	1,354	1,301
Pork, lbs.	463,414	35,272	474,450

Local slayings:

Cattle	2,421	2,321	2,033
Calves	2,404	2,418	2,174
Hogs	18,537	19,367	24,196
Sheep	6,342	5,854	5,490

BOSTON MEAT SUPPLIES

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially re-

ported as follows for the week ending Nov. 13, 1926, with comparisons:

Western dressed meats:	Week ending Nov. 13.	Prev. week.	Cor. week.
Steers, carcasses	2,779	2,827	2,037
Cows, carcasses	1,882	2,033	2,767
Bulls, carcasses	45	12	30
Veals, carcasses	1,584	1,485	2,070
Lambs, carcasses	14,925	15,578	11,676
Mutton, carcasses	277	458	637
Pork, lbs.	441,187	402,112	363,845

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending November 11, 1926, with comparisons:

BUTCHER STEERS.			
1,000-1,200 lbs.			
Week ended Nov. 11.	Previous week.	Same week.	1925.
Toronto	\$ 6.50	\$ 7.00	\$ 7.55
Montreal (W)	6.70	7.25	7.5
Montreal (E)	6.70	6.25	6.75
Winnipeg	5.75	5.50	6.00
Calgary	5.25	5.25	5.75
Edmonton	5.00	5.25	5.50

VEAL CALVES.

Toronto	\$12.50	\$13.25	\$12.00
Montreal (W)	11.50	11.50	11.00
Montreal (E)	11.50	11.50	11.00
Winnipeg	9.00	9.00	6.00
Calgary	5.00	5.75	5.00
Edmonton	6.50	6.50	5.50

SELECT BACON HOGS.

Toronto	\$12.88	\$13.16	\$13.43
Montreal (W)	13.00	13.00	12.60
Montreal (E)	13.00	13.00	12.60
Winnipeg	11.82	12.65	11.98
Calgary	12.05	12.65	11.82
Edmonton	12.87	12.65	11.05

GOOD LAMBS.

Toronto	\$12.00	\$12.25	\$13.25
Montreal (W)	11.50	11.50	12.25
Montreal (E)	11.50	11.50	12.25
Winnipeg	10.00	10.00	11.50
Calgary	10.00	10.25	12.00
Edmonton	10.00	10.00	12.00

Chicago Section

C. D. Gainer, of Gainer's, Ltd., Edmonton, Alta., Canada, was a Chicago visitor early in the week.

President L. H. Guthery, of the Marion Packing Co., Marion, Ohio, was in the city during the week.

Sidney Sinclair, of T. M. Sinclair & Co., Ltd., Cedar Rapids, Ia., made a trip to Chicago during the week.

W. J. Wilson, of Sturtevant & Haley, Boston, Mass., spent several days in Chicago this week on business.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 46,461 cattle, 12,348 calves, 79,505 hogs and 32,898 sheep.

President W. H. Gehrmann, of the Kohrs Packing Co., Davenport, Ia., with Mrs. Gehrmann, landed in New York last week after a year's trip abroad.

Late messages from F. C. Rogers, Philadelphia and New York broker, report him enjoying the sights of Vienna. Cooper is abroad on an extended trip for his health.

Maurice Samuels, well-known importer and exporter of sausage casings, located at Sydney, Australia, spent several days in Chicago this week in the course of an American trip.

Myron McMillan, secretary-treasurer of the J. T. McMillan Co., St. Paul, Minn., and vice president of the Institute of American Meat Packers, made a business trip to the city this week.

George F. Pine **Walter L. Munnecke**
Pine & Munnecke Co.
Packing House & Cold Storage
Construction; Cork Insulation &
Overhead Track Work
810 Murphy Bldg. **Detroit, Mich.** **185 Congress Street**

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HENSCHIEN & McLAREN
Architects
1637 Prairie Ave. **Chicago, Ill.**
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CONSTRUCTION

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Provisions, Oils, Greases and Tallow
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GRICE ASSOCIATES
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Consultants to Management
METROPOLITAN BANK BLDG.
MINNEAPOLIS. **MINNESOTA**

PACKERS ARCHITECTURAL & ENGINEERING CO.
WILLIAM H. KNEHANS, Chief Engineer
ABATTOIR PACKING AND COLD STORAGE PLANTS
Manhattan Building, Chicago, Ill.

Will Hathaway, son of W. E. Hathaway, former well-known executive of Armour and Company, and who has been in the meat business in Southern California, was in Chicago this week on business.

H. Peter Henschien, well-known packinghouse architect, is enjoying a belated and well-earned vacation in the West. Peter had to wait until after the packers' convention before he could get away.

Provision shipments from Chicago for the week ending Nov. 13, 1926, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. wk.	1925
Cured meats, lbs.	...16,089,000	10,996,000	17,700,000	
Fresh meats, lbs.	...41,065,000	44,113,000	42,771,000	
Lard, lbs.	...8,437,000	5,905,000	6,356,000	

Prices realized on Swift & Company's sales of carcass beef in Chicago for week ending Saturday, November 13th, 1926, on shipments sold out were as follows: Cows, common to good, 9@12.50c; steers, common to medium, 13@15.50c; steers, good to choice, 16@19.50c; and averaged 12.78c a pound.

John M. O'Rourke, of the Cudahy Packing Company's branch house department, in addition to other sales duties, is now in charge of the company's interesting house organ "The Spot Light," succeeding Don Smith, who has gone to Bloomington, Ill., to take charge of the company's business there.

Colonel John Roberts, president of Miller & Hart, was discovered in the Loop one day this week. It was said to be the first time in years. When John is not at the Yards or at home he is commuting between Chicago and his Massachusetts country place. Anyhow, the Loop was glad to see the Colonel.

The response was prompt and generous to the recent announcement in THE NATIONAL PROVISIONER that Mike Mulveil, well known to packers as an inspector and weighmaster for Goulard, was stricken with paralysis and was in need of financial help. The need is still urgent, however, and further funds are needed, that one of the industry's veterans may not find himself clear down and out in his old age. Checks sent to Hugo Arnold, 656 W. Randolph street, Chicago, will be faithfully received and acknowledged.

BRITISH PROVISION EXPERT HONORED

While in this country recently, Charles C. Pearson, shown above, a leading figure in the British provision trade, was notified that he had been elected vice-president of the Liverpool Produce Exchange and Provision Trade Association. This is the second time Mr. Pearson has been thus honored, as in 1917 he resigned from the presidency of this association to come to America for the British Government. Mr. Pearson is nearly as well known on this side of the Atlantic as he is at home.

Among the visitors from the Swift Canadian Company to the Chicago headquarters this week were J. H. Tapley, manager, and E. F. Kaderabek, head of the provision department, Toronto; and O. W. Pearson, district manager, Vancouver, B. C.

Packing House Products Oldest Brokers in Our Line

Tallow The **Davidson** Tankage
 Grease Commission Bones
 Provisions Co: Cracklings
 Oils Carcass Beef—P. S. Lard—Green Pork
 Bonesless Beef—Ref. Lard—Cured Pork
 Quick Reliable Service Guaranteed
 Eight Phones Postal Telegraph Building
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 Packinghouse and Cold Storage Designing—
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LEON DASHEW
Counselor At Law
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THE NATIONAL PROVISIONER

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WHAT MAKES MEAT QUALITY.

(Continued from page 23.)

Internal parasites, as every farmer is beginning to realize, retard the growth of hogs. The Illinois station will exhibit two carcasses showing the difference in weights in infested hogs and uninfested hogs. The department will supplement this exhibit with hog carcasses showing the relation between weight and composition of the meat.

The investigations to determine what factors affect the quality and palatability of meat so far have only laid the foundation for future study. The magnitude of the problem does not permit definite conclusions to be drawn until thousands of animals have been bred, fed, and grown, slaughtered, and their carcasses cut up and tested in numerous ways. However, these few carcasses shown in this exhibit serve to show some of the visible differences brought about by different methods of handling the live animals. When the study has progressed far enough to conclude satisfactorily what makes for quality in meat, the livestock producer will be guided in his operations by a knowledge that he has not had in the past.

FOREIGN TRADE RELATIONS.

(Continued from page 24.)

Among other matters which have been given attention by the Committee, some of which are still under way, are: The importation of summer sausage from foreign countries; new regulations for the importation of oleo oil into Greece; the misuse of American branded pails and boxes, notably in some of the Central and South American countries, for the packing of native products; a variation in the practice of brushing borax from cured meats in London; points of tariff regulations in many countries, and the subject of ocean conferences and the development of an American Merchant Marine.

Opposition to Hague Rules.

The Committee has been in close touch with the proper Departments concerning the so-called Hague Rules. The matter now appears to lie in the hands of the Secretary of State, but the Committee is resolved to continue its opposition to the adoption of these rules in treaty form and will insist, so far as lies within its power, that it be covered by statutory enactment.

The Committee was represented by a member of the Institute staff at the Thirteenth Annual Convention on Foreign Trade held in Charleston, South Carolina.

In addition to the regular meetings, members of the Committee have taken the opportunity of consulting officials and Departmental workers of the U. S. Government when visiting Chicago. For instance, members of the Committee had a conference with the former Commercial Attaché in Germany, Charles E. Herrin, and with Dr. Julius Klein, Chief of the Bureau of Foreign and Domestic Commerce of the Department of Commerce, as well as with other members of the Department of Commerce's staff.

The Committee has always actively cooperated whenever a request has been made with the Departments of Commerce and Agriculture and has furnished to several public institutions desired information touching the foreign interests of the packing industry.

Committee on Foreign Relations and Trade.

Charles E. Herrick, Chairman
J. G. Cownie T. Henry Foster
J. H. Christman W. C. Davis
George Marples S. T. Nash
J. W. Rath John Roberts
M. Rosenbach W. W. Shoemaker
R. S. Sinclair W. R. Sinclair

J. D. Thoma

HAMS AND BACON AS GIFTS.

Giving hams and bacon as useful Christmas gifts is an increasingly popular custom. This good idea is being helped along by the Institute of American Meat Packers through the issuance of a multi-colored leaflet which is being offered to members at actual printing cost.

The leaflet, the cover of which is reproduced in black and white herewith, was prepared by the Institute's Department of Public Relations and Trade. It points out that no one ever could frown at hams and bacon as Christmas gifts and put them up on a closet shelf.

"On the contrary," the leaflet states, "it would be hard to find anything which would be more appreciated, more appropriate, or more useful. Moreover, although hams and bacon make impressive Christmas presents, they really are quite economical.

"You can just imagine how pleased your friends will be and how kindly they will feel toward you when they sit down to dinner and enjoy your gift.

"Hams really are good the year 'round. Baked, boiled, roasted, or fried, they provide a tasty meat dish for any meal. Bacon, too, by virtue of the ease with which it may be prepared and the zest it adds to the meal, is an ever-popular dish which can be used on any occasion.

"You will find our hams and bacon exactly right in flavor and appetite appeal. And like other meats, they are wholesome, healthful, and high in food value.

"You will want to have a ham on hand for the holiday season, in case you do not receive one of these tasty gifts from a friend, for that is the time when your appetite craves the best of foods. Since ham keeps well, you will find it economical to buy a whole or half ham."

The leaflet also gives recipes for baked and boiled ham. On the back of the leaflet, in addition to the packer's imprint, there is a little box calling attention to the food value and wholesomeness of meat.



Packer's Name
to be
Printed Here

BOOSTING HAMS AND BACON.

CHICAGO LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 8.....	30,041	4,440	40,047	23,613
Tues., Nov. 9.....	16,000	3,042	37,907	18,873
Wed., Nov. 10.....	12,960	2,511	19,924	11,784
Thur., Nov. 11.....	14,128	3,065	39,165	18,852
Fri., Nov. 12.....	4,255	740	22,915	12,029
Sat., Nov. 13.....	685	149	7,781	5,747

Total last week.....	79,004	18,677	167,787	96,446
Previous week.....	68,647	12,650	155,010	71,233
Year ago.....	60,578	12,526	154,349	64,388
Two years ago.....	82,584	14,658	284,618	83,910

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Nov. 8.....	5,708	286	13,790	3,125
Tues., Nov. 9.....	4,890	445	8,747	2,984
Wed., Nov. 10.....	4,897	27	5,954	3,958
Thur., Nov. 11.....	6,077	135	8,766	2,945
Fri., Nov. 12.....	3,764	251	14,370	5,971
Sat., Nov. 13.....	468	145	3,151	100

Total last week.....	27,504	1,549	56,478	18,751
Previous week.....	21,702	1,329	44,188	20,323
Year ago.....	24,140	1,008	51,084	22,023
Two years ago.....	26,289	1,331	87,419	18,301

Receipts at Chicago Stock Yards thus far this year to Nov. 13, with comparative totals:

	1926.	1925.
Cattle.....	2,829,222	2,610,748
Calves.....	60,000	75,334
Hogs.....	6,000,486	6,527,291
Sheep.....	3,831,934	3,506,404

Combined weekly hog receipts at eleven markets for week ending Nov. 13, with comparisons:

	Week.	Year to date.
Week ending Nov. 13.....	553,000	22,820,000
Previous week.....	536,000	.....
1925.....	567,000	25,950,000
1924.....	892,000	31,904,000
1923.....	914,000	32,816,000
1922.....	753,000	24,989,000
1921.....	649,000	24,864,000

Combined receipts at seven markets for the week ending Nov. 13, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending Nov. 13.....	301,000	478,000	220,000
Previous week.....	273,000	457,000	211,000
1925.....	255,000	455,000	176,000
1924.....	316,000	701,000	203,000
1923.....	235,000	720,000	186,000
1922.....	280,000	566,000	210,000
1921.....	225,000	495,000	227,000

Combined receipts at seven points for the year to Nov. 13, with comparisons:

	Cattle.	Hogs.	Sheep.
1926.....	10,066,000	19,226,000	10,671,000
1925.....	9,682,000	21,918,000	9,241,000
1924.....	9,788,000	26,085,000	9,688,000
1923.....	9,974,000	26,940,000	9,811,000
1922.....	9,678,000	19,987,000	8,982,000
1921.....	8,197,000	19,235,000	10,667,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

	Average	Number	Weight	Top	Average
*This week.....	167,100	283	\$12.00	\$12.00	.....
Previous week.....	155,000	230	13.35	12.55	.....
1925.....	154,349	241	11.90	11.35	.....
1924.....	284,618	229	10.00	9.20	.....
1923.....	274,900	234	7.50	6.75	.....
1922.....	218,082	231	8.60	8.15	.....
1921.....	193,896	234	7.20	6.75	.....

Av. 1921-1925..... 225,000 232 \$ 9.00 \$ 8.45

	*Receipts and average weights for week ending Nov. 13, 1926, unofficial.
Cattle.....	\$ 9.35
Calves.....	\$ 8.45
Hogs.....	\$ 6.50
Sheep.....	\$ 18.00

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
Week ending Nov. 13.....	51,800	111,700	66,000
Previous week.....	46,945	110,871	41,760
1925.....	55,458	105,267	52,400
1924.....	56,804	197,150	64,517
1923.....	45,026	230,756	52,821

*Saturday, Nov. 13, estimated.

Chicago packers hog slaughters for the week ending Nov. 13, 1926.

Armour & Co.	7,300
Anglo-American	16,900
Swift & Co.	6,400
Hammond Co.	10,800
Morris & Co.	11,500
Wilson & Co.	7,000
Boyd-Lanham	5,200
Western Packing Co.	5,200
Roberts & Oak	5,200
Miller & Hart	4,200
Independent Packing Co.	5,000
Brennan Packing Co.	2,000
Agar Packing Co.	2,000
Others	25,000

Total..... 115,800

Previous week..... 118,260

1925..... 105,300

1924..... 208,500

1923..... 340,800

(For Chicago livestock prices see page 44.)

November 20, 1926.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
November 18, 1926.

Green Meats.

Regular Hams—

8-10 lbs. avg.
10-12 lbs. avg.
12-14 lbs. avg.
14-16 lbs. avg.
16-18 lbs. avg.
18-20 lbs. avg.

Skinned Hams—

14-16 lbs. avg.
16-18 lbs. avg.
18-20 lbs. avg.
20-22 lbs. avg.
22-24 lbs. avg.
24-26 lbs. avg.
26-30 lbs. avg.

Picnics—

4-6 lbs. avg.
6-8 lbs. avg.
8-10 lbs. avg.
10-12 lbs. avg.
12-14 lbs. avg.

Bellies—(Square cut and seedless)

6 lbs. avg.
8-10 lbs. avg.
10-12 lbs. avg.
12-14 lbs. avg.
14-16 lbs. avg.
16-20 lbs. avg.

Pickled Meats.

Regular Hams—

8-10 lbs. avg.
10-12 lbs. avg.
12-14 lbs. avg.
14-16 lbs. avg.
16-18 lbs. avg.
18-20 lbs. avg.

Bellied Hams—(house run)

16-18 lbs. avg.
18-20 lbs. avg.
20-22 lbs. avg.

Skinned Hams—

14-16 lbs. avg.
16-18 lbs. avg.
18-20 lbs. avg.
20-22 lbs. avg.
22-24 lbs. avg.
24-26 lbs. avg.
26-30 lbs. avg.

Picnics—

4-6 lbs. avg.
6-8 lbs. avg.
8-10 lbs. avg.
10-12 lbs. avg.
12-14 lbs. avg.

Bellies—(square cut and seedless)

6-8 lbs. avg.
8-10 lbs. avg.
10-12 lbs. avg.
12-14 lbs. avg.
14-16 lbs. avg.
16-20 lbs. avg.

Dry Salt Meats.

Extra short clears, 35/45

Extra short clears, 35/45
Extra short ribs, 35/45

Regular plates, 6-8

Clear plates, 4-6
Jowl butts

Fat Backs—

8-10 lbs. avg.
10-12 lbs. avg.
12-14 lbs. avg.
14-16 lbs. avg.
16-18 lbs. avg.
18-20 lbs. avg.
20-22 lbs. avg.

Gear Bellies—

14-16 lbs. avg.
16-18 lbs. avg.
18-20 lbs. avg.
20-25 lbs. avg.
25-30 lbs. avg.
30-35 lbs. avg.
35-40 lbs. avg.
40-50 lbs. avg.

PURE VINEGARS

A. P. CALLAHAN & COMPANY

407 SOUTH LA SALLE STREET

CHICAGO, ILL.

THE NATIONAL PROVISIONER

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, NOVEMBER 13, 1926.

LARD—	Open.	High.	Low.	Close.
Nov.	12.05	12.05	11.82½	11.85
Dec.	11.85	11.85	11.70	11.70
Jan.	11.77½	11.85	11.72½	11.72½
May ...	11.00	11.95	11.82½	11.82½

MONDAY, NOVEMBER 15, 1926.

LARD—	Open.	High.	Low.	Close.
Nov.	11.87½	11.90	11.75	11.80½
Dec.	11.70	11.70	11.57½	11.62½
Jan.	11.72½-11.75	11.82½	11.62½	11.67½
Mar.	11.82½	11.82½	11.75	11.70½
May ...	11.85-11.87½	11.92½	11.75	11.82½

TUESDAY, NOVEMBER 16, 1926.

LARD—	Open.	High.	Low.	Close.
Nov.	11.70	11.75	11.70	11.70
Dec.	11.55	11.57½	11.52½	11.52½
Jan.	11.62½-11.65	11.67½	11.57½	11.60½
Mar.	11.70	11.75	11.65	11.75
May ...	11.77½-11.80	11.87½	11.75	11.85½

WEDNESDAY, NOVEMBER 17, 1926.

LARD—	Open.	High.	Low.	Close.
Nov.	11.82½	11.82½	11.70	11.70
Dec.	11.67	11.67	11.60½	11.60½
Jan.	11.70	11.85	11.67½	11.70
Mar.	11.85-11.90	12.03½	11.85	11.80½

THURSDAY, NOVEMBER 18, 1926.

LARD—	Open.	High.	Low.	Close.
Nov.	11.85	12.00	11.80	11.92½
Dec.	11.80	11.85	11.80	11.80
Jan.	11.85-12.00	12.07½	11.85	11.97½
Mar.	12.05	12.05	12.05	12.05
May ...	12.00-12.00	12.27½	12.00	12.17½

FRIDAY, NOVEMBER 19, 1926.

LARD—	Open.	High.	Low.	Close.
Nov.	12.17½	12.20	12.10	12.20
Dec.	11.95	12.05	11.90	12.05
Jan.	12.15-12.20	12.27½	12.07½	12.27½
Mar.	12.32½	12.35	12.32½	12.39½
May ...	12.25-12.35	12.45	12.25	12.42½

CLEAR BELLIES—

Nov.

SHORT RIBS—

Nov.

Jan.

12.75

12.80

12.75

12.80b

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Nov. 18, 1926, with comparisons, were as follows:

	Week ending Nov. 18.	Prev. week.	Cor. week.
Armour & Co.	8,210	7,742	9,314
Anglo-Amer. Prov. Co.	5,356	7,400	3,783
Swift & Co.	9,170	13,121	9,306
G. O. Hamond Co.	4,825	5,106	5,077
Morrison & Co.	9,484	11,990	6,754
Wilson & Co.	9,366	12,521	10,103
Boyd-Lumham Co.	6,152	8,108	5,076
Western Pkg. & Prov. Co.	10,558	9,153	8,533
Roberts & Oakley	4,800	5,247	6,196
Miller & Hart	3,906	4,002	4,406
Independent Packing Co.	5,035	5,330	6,833
Brennan Packing Co.	1,900	1,906	2,556
Agar Packing Co.			
Total	69,182	94,701	75,447

CHICAGO RETAIL FRESH MEATS.

Beef.

No. 1.	No. 2.	No. 3.
Rib roast, heavy end	25	22
Rib roast, light end	36	28
Chuck roast	22	18
Steaks, round	40	30
Steaks, sirloin, first cut	40	32
Steaks, porterhouse	50	37
Steaks, flank	28	25
Beef stew, chuck	20	18
Corned briskets, boneless	24	22
Corned plates	18	12
Corned rumps, boneless	25	18

Lamb.

Good.	Com.
Hindquarters	38
Legs	38
Stews	30
Shoulders	26
Chops, shoulder	28
Chops, ribs and loin	50

Mutton.

Good.	Com.
Legs	26
Stew	10
Shoulders	16
Chops, rib and loin	35

Pork.

Loins, whole, 8@10 avg.	25	28
Loins, whole, 10@12 avg.	25	28
Loins, whole, 12@14 avg.	24	26
Loins, whole, 14 and over	23	25
Chops	34	35
Shoulders	22	23
Butts	23	22
Spareribs	24	24
Hocks	14	14
Leaf lard, unrendered	15	15

Veal.

Good.</th

November 20, 1926.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending, Nov. 20.	Cor. week, 1925.
Prime native steers.....	18 @19%	18 @22
Good native steers.....	18 @18	16 @18
Medium steers.....	14 @16	12 @16
Heifers, good.....	13 @18	13 @20
Cows.....	9 @13	7 @12
Hind quarters, choice.....	25	29
Fore quarters, choice.....	15	18

Beef Cuts.

Steer Loins, No. 1.....	@30	@48
Steer Loins, No. 2.....	@26	@38
Steer Short Loins, No. 1.....	@36	@62
Steer Short Loins, No. 2.....	@33	@48
Steer Loins Ends (hips).....	@24	@29
Steer Loins Ends, No. 2.....	@23	@28
Cow Loins.....	@18	@16
Cow Short Loins.....	@25	@22
Cow Loins Ends (hips).....	@16	@15
Steer Ribs, No. 1.....	@21	@30
Steer Ribs, No. 2.....	@21	@29
Cow Ribs, No. 1.....	@15	@16
Cow Ribs No. 2.....	@16	@16
Cow Ribs, No. 3.....	@11	@9
Steer Rounds, No. 1.....	@14	@15
Steer Rounds, No. 2.....	@14	@14
Steer Chuck, No. 1.....	@14	@14
Steer Chuck, No. 2.....	@13	@13
Cow Rounds.....	@12	@9
Cow Chuck.....	@11 1/2	@9 1/2
Steer Plates.....	@10 1/2	@13 1/2
Briskets, No. 1.....	@8 1/2	9 1/2 @13
Briskets, No. 2.....	@14	@20
Steer Navel Ends.....	@8 1/2	@12
Cow Navel Ends.....	@8	@9
Fore Shanks.....	@8	@6 1/2
Hind Shanks.....	@7 1/2	@6
Rolls.....	@21	@20
Strip Loins, No. 1, boneless.....	@45	@55
Strip Loins, No. 2.....	@40	@50
Strip Loins, No. 3.....	@35	@30
Sirloin Loins, No. 1.....	@28	@20
Sirloin Butts, No. 2.....	@23	@20
Sirloin Butts, No. 3.....	@15	@15
Beef Tenderloins, No. 2.....	@65	@70
Beef Tenderloins, No. 3.....	@60	@60
Bump Butts.....	@18	@18
Flank Steaks.....	@18	@18
Shoulder Clods.....	@15	@15
Hanging Tenderloins.....	@10	@10

Beef Products.

Brains (per lb).....	10 @12	9 @10
Hearts.....	@12	@8
Tongues.....	21 1/2 @25	20 @30
Sweetbreads.....	@38	@35
Ox-Tail, per lb.....	@12	@10
Fresh Tripe, plain.....	@4	@4
Fresh Tripe, H. C.	@6 1/2	@6 1/2
Livers.....	9 1/2 @18	9 1/2 @12
Kidneys, per lb.....	10 @10 1/2	9 1/2 @10

Veal.

Choice Carcass.....	18 @20	18 @19
Good Carcass.....	14 @17	13 @17
Good Saddles.....	20 @20	20 @30
Good Backs.....	12 @16	12 @15
Medium Backs.....	8 @12	7 @8

Veal Products.

Brains, each.....	@11	11 @12
Sweetbreads.....	50 @60	58 @60
Calf Livers.....	@41	36 @37

Lamb.

Choice Lambs.....	@26	@29
Medium Lambs.....	@24	@27
Choice Saddles.....	@30	@32
Medium Saddles.....	@28	@30
Choice Fore.....	@20	@22
Medium Fore.....	@18	@22
Lamb Fries, per lb.....	@32	@32
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

Mutton.

Heavy Sheep.....	@8	@10
Light Sheep.....	@14	@15
Heavy Saddles.....	@12	@12
Light Saddles.....	@16	@18
Heavy Forces.....	@8	@8
Light Forces.....	@12	@14
Mutton Legs.....	@18	@20
Mutton Loins.....	@15	@15
Mutton Stew.....	@10	@11
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hogs.....	@25	@25
Pork Loins, 8@10 lb. avg.....	22 @23	@24
Hams.....	@25	@25
Bellies.....	@29	@28
Caisas.....	@18	@17
Skinned Shoulders.....	18 @19	17 @18
Tenderloin.....	.60 @65	48 @60
Spare Ribs.....	@17	19 @20
Leaf Lard.....	@15 1/2	@17
Back Fat.....	.15 @16	@18
Butts.....	@22	@22
Hocks.....	@15	@12
Tails.....	@16	@17
Neck Bones.....	@6	@6
Tail Bones.....	@12	@12
Slip Bones.....	@9	@9
Blade Bones.....	@14	@15
Pig's Feet.....	@2 6	@2 7
Kidneys, per lb.....	8 @11	10 @11
Livers.....	@5 1/2	...
Brains.....	...	...
Bars.....	...	...
Snouts.....	8 @9	11 @10
Heads.....	...	...

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@29
Country style sausage, fresh in link.....	@21
Country style sausage, fresh in bulk.....	@28
Mixed sausage, fresh.....	@17
Frankfurts in pork casings.....	@22
Frankfurts in sheep casings.....	@17 1/2
Bologna in beef bungs, choice.....	@16
Bologna in cloth, paraffined, choice.....	@18
Bologna in beef middies, choice.....	@17
Liver sausage, in hog bungs.....	@15
Head cheese.....	@23
New England luncheon specialty.....	@17
Minced luncheon specialty.....	@18
Tongue sausage.....	@24
Blood sausage.....	@17
Polish sausage.....	@17
Souse.....	@17

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	...
Cervelat, new condition, in hog bungs.....	...
Cervelat, new condition, in beef middies.....	...
Thuringer Cervelat.....	...
Farmer.....	...
Holsteiner.....	...
B. C. Salami, choice.....	...
Milano Salami, choice in hog bungs.....	...
B. C. Salami, new condition.....	...
Frisees, choice, in hog middies.....	...
Genoa style Salami.....	...
Pepperoni.....	...
Mortadella, new condition.....	...
Capicolla.....	...
Italian style hams.....	...
Virginia hams.....	...

SAUSAGE IN OIL.

Bologna style sausage in beef rounds.....	...
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	...
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	...
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00
Smoked Hank sausage in pork casings—	...
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	14 @14%
Special lean pork trimmings.....	19 1/2 @20
Extra lean pork trimmings.....	20 @21
Neck bone trimmings.....	18 @10%
Pork cheeks.....	14 1/2 @15
Pork hearts.....	@9
Fancy boneless bull meat (heavy).....	@11 1/2
Boneless chuck.....	@10 1/2
Shank meat.....	8 1/2 @8 1/2
No. 1 beef trimmings.....	8 @8
Beef hearts (trimmed).....	7 1/2
Dry canner cows, 300 lbs. and up.....	7 @7 1/2
Dr. cutters, 400 lbs. and up.....	6 @8
Dr. bologna bulls, 500-700 lbs.....	9 1/2 @9 1/2
Beef tripe.....	4 1/2 @4 1/2
Cured pork tongues (can. trim.).....	@17 1/2

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

	(F. O. B. CHICAGO.)
Beef rounds, domestic, 180 sets per tierce, per set.....	...
Beef rounds, domestic, 140 sets per tierce, per set.....	...
Beef rounds, export, 225 sets per tierce, per set.....	...
Beef middles, 110 sets, per tierce, per set, per piece.....	...
Beef bungs, No. 1, 400 pieces per tierce, per piece, per set.....	...
Beef bungs, No. 2, 400 pieces per tierce, per piece, per set.....	...
Beef weasands, No. 1, per piece.....	...
Beef weasands, No. 2, per piece.....	...
Beef bladders, small, per dozen.....	...
Beef bladders, medium, per dozen.....	...
Beef bladders, large, per dozen.....	...
Hog casings, medium, per bbl. 100 yds.....	...
Hog casings, narrow, per lb. f. o. s.
Hog middles, without cap, per set.....	...
Hog middles, with cap, per set.....	...
Hog bungs, export.....	35
Hog bungs, large prime.....	...
Hog bungs, medium.....	...
Hog bungs, small prime.....	10
Hog bungs, narrow, per piece.....	...
Hog stomachs, per piece.....	...

HOG STOMACHS.

	VINEGAR PICKLED PRODUCTS.
Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongues, 200-lb. bbl.....	63.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00
Mess pork, regular.....	\$33.00
Fatty pork, 20 to 34 pieces.....	36.00
Family back pork, 25 to 45 pieces.....	37.00
Clear back pork, 40 to 50 pieces.....	24.00
Clear plate pork, 35 to 45 pieces.....	22.50
Clear plate pork, 25 to 35 pieces.....	24.00
Brisket pork.....	33.00
Beef pork.....	24.50
Plate beef.....	22.50
Extra plate beef, 200 lb. bbls.....	24.00
Mess pork barrels, black iron hoops.....	\$1.67 1/2 @1.72 1/2
Ash pork barrels, black iron hoops.....	1.80 @1.85
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @2.02 1/2
White oak ham tierces.....	2.37 1/2 @2.40
Red oak lard tierces.....	2.37 1/2 @2.67 1/2
White oak lard tierces.....	2.37 1/2 @2.67 1/2

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.72 1/2
Ash pork barrels, galv. iron hoops.....	1.80 @1.85
White oak ham tierces.....	1.87 1/2 @2.02 1/2
Red oak lard tierces.....	2.37 1/2 @2.40
White oak lard tierces.....	2.37 1/2 @2.67 1/2

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	...
White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	...
Nut margarine, 1-lb. cartons, f.o.b. Chicago, (80 and 60 lb. solid packed tubs, 16 per lb. less).....	...
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	...

DRY SALT MEATS.

Extra short clears.....	...
Extra short ribs.....	...
Short clear middies, 60-lb. avg.....	...
Clear bellies, 14@16 lbs.....	...
Clear bellies, 18@20 lbs.....	...
Clear bellies, 25@30 lbs.....	...
Rib bellies,	

Retail Section

Tips on Retailing Meat

Sanitation Plays a Big Part in Dealer's Success

How does your store "stack up" from a sanitation standpoint, Mr. Retailer?

It may be clean and sanitary—and probably is—but does it look it?

Remember that a recent survey by the U. S. Department of Agriculture showed that one out of every 16 housewives chooses her meat shop because of its sanitary features! And the way to prove that your store is sanitary is to make it look sanitary.

Read the following article, written especially for THE NATIONAL PROVISIONER by Lawrence A. Adams, who has made a particular study of retail meat markets and their needs. It will make you see your business in a new light!

Is Your Store Sanitary?

By Lawrence A. Adams.

Management of a retail store consists of more than complying with customers' orders and selling goods demanded by them.

This has been brought home to retail meat dealers during the past few years, largely through owners cooperating with the U. S. Department of Agriculture in studying costs of operating. Economies in operation have been effected by thousands of stores throughout the country by means of analyses of such expense items as wages, rent, and refrigeration.

More recently the Department has loaned its good offices in studies which extended beyond costs of doing business and included methods and practices of retailing. In discussions of this subject much valuable information has been given to the trade dealing with such subjects as store layout, cutting tests and advertising practices.

What Do Customers Expect?

But this series of articles deals with a third type of analysis and one which may be made productive of much help to the dealer who is interested in making his market conform with the highest standards of retailing.

It is a study of customers to determine what they expect of retail butchers and the factors which influence them in giving their patronage to particular shops.

That consumers' habits are important may be illustrated by considering the village blacksmith of 20 years ago. There came a change in the transportation habits of the people of our country. Horses were replaced by automobiles as the favorite means of pleasure riding and somewhat more gradually automobile trucks have replaced wagons in commercial uses.

The blacksmith who concerned himself with customers' needs and changes in habits gradually began to tinker with automobiles and many of these small shops grew in time to be automobile repair garages. The far sighted blacksmith who learned from his customers became the agent and sold automobiles, and today some of the most successful automobile agents can trace their origin to a small

blacksmith shop even though the original owner may be retired or separated from the enterprise.

But there are still a few of the original smithies with the aged proprietor who refused to learn the lesson of progress. His shop is the same dingy place of a generation ago and he ekes out a meager living shoeing the few horses that are retained in commercial life.

The Demand for Cleanliness.

But no change in fundamental habits of American people within recent years is more pronounced than the demand for cleanliness and sanitary conditions about food, homes and cities. It is the unwise merchant who ignores this trend in the desires of his customers and fails to fall in line with progress.

If he does fail to note the changes about him, he will continue in business much as the old smithy, and about him will be attractive and prosperous chain stores or the stores of dealers who got out and painted their buildings, cleaned out unsightly corners, and who protected their meat from contamination.

That sanitation is important to housewives is brought out in the recent study conducted by the U. S. Department of Agriculture. Interviewers in 16 cities talked with over 5,000 housewives and the answers are so valuable to the trade that careful consideration of each phase of the study should be given that the advice of the consumers upon whom every dealer is dependent for a livelihood may be applied to his store, to his clerks and himself and to the way he manages his business.

Sanitation Comes First.

Sanitation is stressed in this first article because it is one of the easiest ways for merchants to improve their shops and at the same time one of the most important things in the minds of customers. Not only must shops be sanitary in actual handling of meat, but they must give an appearance and impression of cleanliness to the customers who enter the store.

A newly laundered apron which has indelible stains upon it may be just as sanitary as a spotless apron, but the impression upon the customer is vastly different. A shop which has meat and vegetables displayed in a haphazard manner may be just as clean as one which has the merchandise

arranged according to some well ordered plan—but consider again the impression upon the customer.

The outside of the shop does not affect sanitation of the interior, but to the casual passerby it portrays exactly what he expects to find within.

Study Your Store.

To-morrow when you approach and enter your store appraise it as though you were a stranger. Does it stand out from the other stores as being attractively painted? Does it have a window display which is sufficiently attractive to make you want to stop and inspect it?

What about the arrangement within? Can you get a glimpse of an untidy back room? Is the meat protected from the dust that blows in from the street? Is not there some way you can improve it?

Would not a quart of paint upon the lower part of the counter brighten things up a bit? Is it clean from floor to ceiling? Be a stranger in your store and see what you can find.

If you don't find these things your customers will and your competitors will benefit.

Remember this: *One out of every 16 housewives actually chooses her meat shop because of sanitation as reflected by the appearance of the shop and the way meat is handled.*

See yourself as your customer's see you. (Another article by Mr. Adams will appear in an early issue of THE NATIONAL PROVISIONER. Watch for it.)

THE TURKEY MARKET.

Prospects are promising for plenty of turkeys for the Thanksgiving season at a price somewhat lower, or at least no higher, than those of a year ago.

Possibly not so many turkeys will be shipped from the Southwest this year as last, when 186 carloads left the state of Texas. Kentucky, Tennessee, Mississippi and Alabama are expected to furnish some 75 to 100 cars for the trade. These turkeys are said to be in very good condition.

Fewer numbers are expected to be shipped from the Dakotas, as the growing season has been unsatisfactory and the birds will probably not be ready for market before Christmas. However, it is estimated that there are from 10 to 15 per cent more turkeys there this year than last.

The government turkey crop report estimates an increase of 15 per cent in the Texas crop, but so far this has seemed to have little influence on the price of turkeys even within the state. One large shipper had estimated a top of 25c for turkeys delivered to the dressing plant. However, this top was soon passed.

Prices of live turkeys delivered to dressing plants range from 22 to 28c in Texas and the South to 30 to 35c in Michigan.

Dressing plants throughout the turkey producing sections have been active for the past two weeks. There appears to be no question but that the Texas turkeys are better this season than ever before in history, for the early holiday. They are larger, averaging around 12 pounds with feathers off. They are of better color than usual and very few are pinny, indicating a fine quality of turkey.

Meat packers are considered a new factor in the turkey situation this fall. For many years they have figured in the Texas deal, as both buyers and sellers, but this year they are reported to be dressing turkeys at several points in that state for their own account.

Who Got the Trade?

Bill Jones' market was clean and sanitary.

So was Ed Smith's.

Yet Ed got more trade than Bill, although their stores were located about alike, and both figured their prices in the same way.

What made the difference?

Ed's market looked cleaner and neater than Bill's. And it has been found that one out of every 16 housewives chooses her meat market because of its cleanliness.

Read this article, the first of a series written for THE NATIONAL PROVISIONER by Lawrence A. Adams, a government expert who has made a special study of meat retailers' problems. It is bound to make you think!

November 20, 1926.

55

Meet the Meat Man

Here's where he tells you things that will help you to make more money.

Boosting Bacon and Sausage

Cassidy Tells O'Toole How the Eastern Retailers Put on a Campaign.

By John C. Cutting, Director Department of Retail Merchandising, Institute of American Meat Packers.

The front door of O'Toole's Fancy Meat Market creaked on its hinges, and a young man saluted the proprietor in front of the cash register.

"Faith, an' 'tis you, Cassidy," said O'Toole, glancing up as he rung a "No Sale" on the register. "An' when did you get back?"

"Not two hours ago," replied the packer salesman. "An' a fine time I had, I'm tellin' you."

"Well, I'm listening," said the big Celt.

"You understand, I went down to New York to work with one of those specialty crews. We put on a big sausage campaign in New Jersey, and—"

What Is a Sausage Campaign?

"You don't say," cut in Michael. "An' pray tell, Dennis, what is a sausage campaign?"

"Sure, now, Michael," replied Cassidy, "do you mean to stand there and say you don't know what a sausage campaign is?"

"Cross my heart," said O'Toole.

"Well, let's begin right off the bat," began Cassidy. "A sausage campaign naturally means you don't handle beef chucks."

"First of all, the wholesalers and the retailers meet and have a little confab, and then some 'Bright Mind' suggests that for these cool, crisp mornings a breakfast of pork sausage or bacon fried to a golden brown means a day well started."

"Very interesting so far," interrupted O'Toole.

Streamers by the Wagon Load.

"Yes," answered Cassidy, "an' true, too.

"Well, the bunch gets together and orders a half-dozen wagon loads of window streamers. Pretty colors, you know. They do the job up brown, too," continued the packer salesman, warming up to his subject. "These streamers are gummed on each end and the butcher slaps them up against his windows."

"Sure, now, are yer alther tellin' me what the streamers say?" asked O'Toole.

"If you'll keep your red flannel shirt on, I'll get to that in due time," answered Cassidy. "The sausage poster had big type at the top which read: 'For These Frosty Mornings.'"

"An' what about the frosty mornings?" asked O'Toole.

"Underneath this came big type as long as your face. It read 'Pork Sausage.' You see, it was just a thought; not too much to say — just 'For These Frosty Mornings, Pork Sausage.'

"Customers reading that when they came into the store would say to themselves: 'Well, why not?' And soon the butcher would be wrapping up a couple

THE NATIONAL PROVISIONER

pounds of pork sausage for the lady to take home."

"Did you say there was a bacon campaign, too?" asked O'Toole.

They Boost Bacon, Too.

"I did that," answered the salesman. "The bacon poster reads: 'BACON, Appetizing and Delicious; Good for Every Meal and for Any Member of the Family.' This was a colorful streamer, just like the pork sausage one."

"How do you go about such a campaign?" asked O'Toole, all enthused.

"Well," replied Cassidy, "after we get the streamers from the printers, each packer salesman takes a bunch, and then the local branches of the butchers take an allotment, and the first thing you know they are on all the shop windows in town.

"They get out a little newspaper publicity, and somebody gives a radio talk on sausage—and, there you are," concluded Cassidy.

Christmas Meat Book

"What shall I give my trade for Christmas?"

That is a problem many meat retailers face every year. They want something useful and attractive—yet inexpensive—that will bring their name prominently before their customers.

One good solution of this problem is the "Meat Recipe Book," published by the National Live Stock and Meat Board. It is attractively prepared, contains useful information, and carries the retailer's name on both front and back.

It is supplied at cost, and makes a Christmas remembrance for your trade they will keep and use.

Fill out the coupon below for a sample copy and full information. Hurry up; it's close to the holidays.

The National Provisioner,
Old Colony Bldg.,
Chicago.

Enclosed find 2c stamp for which please send me a sample copy of the CHRISTMAS MEAT BOOK, and information as to price, etc.

Name

Street

City State

**Machine for Resurfacing Butchers' Chopping Blocks**

This device offers opportunity for men who can devote part or full time to offering service with this machine to meat markets, restaurants, cafeterias, etc. Also, industries using die-blocks and cutting tables will furnish large list of block users.

About 30 minutes required to set up machine, cut off, and complete job on ordinary wood block. Will cut off any margin from $\frac{1}{2}$ to $\frac{3}{4}$. Cut any size or shape block. To level block, use either A. C. or D. C. from light socket.

Shipped ready for operation. Shipping weight, 110 lbs.

Send post card and we shall notify your nearest dealer.

Portable Electric Block Leveling Machine Co.
210 Lafayette St., New York City

New York Section

Among the Retail Meat Dealers

President J. Rossmann, of the South Brooklyn Branch, New York State Association of Retail Meat Dealers, Inc., is very much encouraged and gratified by the steady increase in attendance at the meetings of this Branch, up to and including the one on Tuesday evening of this week, when it reached the top. The South Brooklyn Branch is now making a specialty of service to its members, and with this object in view has provided a clinic for the examining and issuing of health certificates through a physician authorized by the Department of Health. The Red Cross drive has been subscribed individually practically one hundred per cent. This Branch has also been instrumental in causing financial savings to its members. It meets on the first and third Tuesday of each month.

Ye Olde New York Branch.

An unique method of holding meat cutting tests by the Seattle Branch of the National Association of Retail Meat Dealers, Inc., was the subject of an interesting communication received from William Ziegler and read at the meeting of Ye Olde New York Branch on Tuesday evening of this week. It seems that these meat-cutting tests are held weekly in various parts of the city, in the store of one of the members, and are well attended.

Mr. Ziegler told about the aggressiveness of the Seattle Branch under the administration of I. Ringer, and stressed the attendance at the meetings which was on an average of 100 to 120.

The ball committee reported satisfactory progress, and Chairman Metzger of the retail meat division of the Red Cross drive reported progress. Several candidates were elected to membership and there were several lengthy discussions on the turkey situation and other subjects. It was unanimously agreed to send a floral tribute and letter of condolence, as well as a delegation of members, to attend the funeral of Mrs. Joseph Heim, wife of a very active member of the Branch. This Branch meets on the first and third Tuesday of each month.

Dolly Kramer, the elder daughter of Mr. and Mrs. William Kramer, celebrated her birthday on November 10th with the usual birthday cake and festivities.

The retailers of Greater New York are planning window displays for the holiday seasons. However, the Prospect Park West store of Frank P. Burck introduced a novel idea for Armistice Day when the window was draped with American flags and arranged with bayonets, helmets and pictures.

It was with deep regret that the trade learned of the sudden passing of Mrs. Joseph Heim at her residence on Monday of this week. She was the wife of Joseph Heim, who is an active member of Ye Olde New York Branch, New York State Association of Retail Meat Dealers, Inc. The funeral was held on Wednesday afternoon from her home, 895 West End Avenue. In addition to her husband, Mrs. Heim is survived by two sons.

A letter received from Mrs. William Ziegler, president of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, Inc., written on board a steamer going from Seattle to San Francisco, tells about their three days' stay at Seattle. Mrs. Ziegler was much im-

pressed with the city of Seattle, but more so with the hospitality of Mr. and Mrs. I. Ringer. During their stay in Seattle they had the pleasure of hearing Mrs. Ringer sing, an art in which she excels.

BOHACK OPENS MEAT PLANT.

The H. C. Bohack Co., Inc., of Brooklyn, one of the largest chain store organizations in the country opened their new packing house on Saturday, October 30th. A visit to this building shows it to be one of the most modern in all departments of any packinghouse in the East. The building was designed and constructed under the personal supervision of Ernest Haberle, secretary of the Bohack Company.

Among the apparatus deserving particular mention are four Hildebrand revolving smokehouses, with a capacity of approximately 250,000 lbs. weekly. There is also a curing cellar with a capacity of 250,000 to 300,000 lbs.

When it is considered that this building, costing nearly a half million dollars, was built by the Bohack Company for the purpose of supplying the highest quality of pork products to its own retail stores, one is impressed by the remarkable growth of this company, founded by H. C. Bohack and successfully guided by him to its present high position in the business world and in the meat business.

The packing house and pork department is under the supervision of George P. Osborn, who is well-known to nearly everyone in the provision business in the East and through the Middle West.

The Bohack Company at present operates nearly 400 retail stores, located in Brooklyn and Long Island exclusively, and this new building was made necessary by their continued growth and the expansion of their business. Their plant covers 8½ acres of ground and has railroad switches with a capacity of 43 cars at one time. The plant includes warehouses for various departments, a complete modern bakery, and now this new meat packing house.

NEW YORK NEWS NOTES.

Sidney Kohn, of Emil Kohn, Inc., New York, spent last week in Chicago, where he attended the tanners' convention.

A. L. Eberhart, of Cross, Roy, Eberhart & Harris, Chicago, was a visitor on the New York Produce Exchange this week.

Dr. L. M. Tolman, of the United Chemical and Organic Products Company, Chicago, was a visitor to the city this week.

C. G. Roe, legal department, and F. W. Kurk, chemical laboratory department, Wilson & Company, Chicago, were in New York this week.

T. L. Robertson of the beef cuts department, Cudahy Packing Company, Omaha, spent a few days in New York this week. He was accompanied by Mrs. Robertson.

Among the visitors to Armour and Company recently were vice-president P. D. Armour, treasurer Philip Reed, comptroller W. P. Hemphill, and T. E. Lee, all of Chicago.

Among the visitors to Swift & Company's New York offices this week were R. B. Doyle, beef department, T. Gadsen, cold storage department, and R. O'Hare, of the transportation department, Chicago.

Miss Lillian M. Kneller, who is chairman of the wholesale meat division of the Red Cross drive, states that the responses to the appeal have been nearly one hundred per cent, but that there are a few more to be heard from before final returns are made.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending November 13, 1926: Meat—Manhattan, 860 lbs.; Bronx, 120 lbs.; total, 980 lbs. Fish—Manhattan, 1,275 lbs.; Bronx, 121 lbs.

DEATH OF H. C. ZAUN.

H. C. Zaun, veteran packinghouse broker, died at 8:10 p. m. on Sunday, Nov. 14, at his residence, 426 South 4th Avenue, Mt. Vernon, at the age of 77 years. Funeral services were held Thursday from the Sacred Heart church, 5th Avenue and 2nd Street, Mt. Vernon. He was for 40 years a member of the New York Produce Exchange. He had been a member of the New York Athletic Club for 46 years. Before moving to Mount Vernon nine years ago he had lived in Pittsburgh and New York City. His wife, Mrs. Augusta S. Archer Zaun, and a nephew, George Hoveler of Pittsburgh, survive him.

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending Nov. 13, 1926, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	8,480	9,142	4,946	27,055
New York	5,857	1,237	... ...	27,882
Central Union	2,734	2,875	22,881	5,189
Total	0,801	13,254	27,777	50,039
Previous week	7,962	11,345	25,971	48,969
Two weeks ago....	0,253	11,310	38,515	44,687

H. C. BOHACK.



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Importers **SPICES** Grinders

Butchers Mills Brand

40 years reputation among packers for quality

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Spices for Meat Packers
CHICAGO, ILLINOIS

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE BAGS
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For Samples and Prices, write

THE WM. G. BELL CO.
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The Last Word in
Electric Meat Grinders

New type of cylinder — never seen before. Saves one-third of cost for current. Grinds faster and better. Easier to clean. Will never break.

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B. C. HOLWICK, Canton, O.



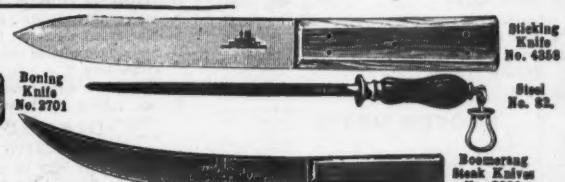
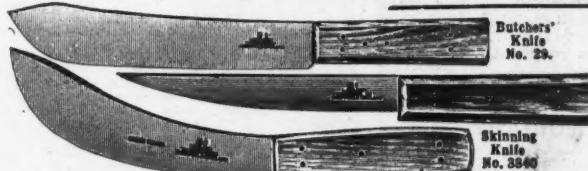
The Peppercorn and Diamond Brand Butchers Cutlery

The World is flooded with Cheap imitations of Butchers' Knives, many of which are of very little use for the purposes for which they are made. Those that pay and wear, giving the greatest satisfaction to the user, are those made from



JOHN WILSON'S World-Renowned Double Shear Steel

Which are all Hand Forged and all the modern means of production being observed. They have stood the test for 176 years and the demand is greater than ever.



Established
1750.
THE BEST THEN.

1926
THE BEST NOW.

Works : Sycamore Street, SHEFFIELD, England. Agents : H. BOKER & Co., Inc., Duane Street, NEW YORK.

May be obtained from all Storekeepers.

If equipment can effect a saving in your plant you are paying a tax equal to that saving until you install that equipment. —Henry Ford

November 20, 1926.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, bulk	\$8.25@9.00
Cows, cutters	2.25@4.00
Bulls	5.75@6.50

LIVE CALVES.

Calves, bulk	\$12.00@15.00
Calves, culs, per 100 lbs.	7.00@10.00

LIVE SHEEP AND LAMBS.

Lambs, bulk	\$12.50@13.50
Lambs, culs	8.00@11.00

LIVE HOGS.

Hogs, heavy	12.50@12.60
Hogs, medium	13.30@13.40
Hogs, 160 lbs.	13.25@13.40
Hogs, 140 lbs.	13.00@13.25
Pigs, under 80 lbs.	12.50@12.70
Good pigs	12.50
Roughs	10.25@10.50
Good Roughs	10.75

DRESSED HOGS.

Hogs, heavy	@19%
Hogs, 180 lbs.	@20%
Hogs, 160 lbs.	@21%
Pigs, 80 lbs.	@22
Pigs, under 140 lbs.	@21%

DRESSED BEEF.

CITY DRESSED.	
Choice, native, heavy	19 @20
Choice, native, light	19 @21
Native, common to fair.	16 @18

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17 @18
Native choice yearlings, 400@600 lbs.	19 @20%
Western steers, 600@800 lbs.	14 @16
Texas steers, 400@600 lbs.	12 @13
Good to choice heifers.	17 @18
Good to choice cows.	12 @13
Common to fair cows.	10 @11
Fresh bologna bulls.	10 @11

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	.22 @23	24 @26
No. 2 ribs.....	.18 @20	21 @23
No. 3 ribs.....	.16 @20	18 @20
No. 1 loins.....	.20 @30	20 @32
No. 2 loins.....	.25 @27	25 @28
No. 3 loins.....	.22 @24	22 @24
No. 1 hinds and ribs.....	.21 @23	18 @25
No. 2 hinds and ribs.....	.10 @20	16 @17½
No. 3 hinds and ribs.....	.16 @17	13 @15½
No. 1 rounds.....	.18 @18	16 @17
No. 2 rounds.....	.16 @16	15 @15
No. 3 rounds.....	.14 @14	14 @14
No. 1 chuck.....	.15 @16	15 @16
No. 2 chuck.....	.13 @14	13 @14
No. 3 chuck.....	.11 @11	11 @12
Bolognas .....	.06	11 @12
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clod.....	.10 @11	

DRESSED CALVES.

Prime .....	.23 @25
Choice .....	.20 @22
Good .....	.15 @17
Medium .....	.12 @14

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring .....	.26 @28
Good lambs .....	.23 @25
Lambs, poor grade .....	.18 @22
Sheep, choice .....	.16 @18
Sheep, medium to good. ....	.12½ @14
Sheep, culs .....	.8 @10

SMOKED MEATS.

Hams, 8@10 lbs. avg. ....	.28½ @29½
Hams, 10@12 lbs. avg. ....	.26 @29
Hams, 12@14 lbs. avg. ....	.28 @29
Picnics, 4@6 lbs. avg. ....	.21½ @22
Picnics, 6@8 lbs. avg. ....	.18½ @19½
Rolettes, 6@8 lbs. avg. ....	.19 @20
Beef tongue, light .....	.25 @27
Beef tongue, heavy .....	.28 @30
Bacon, boneless, Western .....	.30 @31
Bacon, boneless, city.....	.25 @26
Pickled bellies, 8@10 lbs. avg. ....	.19½ @20½

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg. ....	.25 @26
Pork tenderloins, fresh .....	.45 @50
Pork tenderloins, frozen .....	.35 @40
Shoulders, city, 10@12 lbs. avg. ....	.21 @22
Shoulders, Western, 10@12 lbs. avg. ....	.20 @21
Butts, boneless, Western .....	.30 @31
Butts, regular, Western .....	.24 @25
Hams, Western, fresh, 10@12 lbs. avg. ....	.26 @27
Hams, city, fresh, 6@10 lbs. avg. ....	.27 @28
Picnic hams, Western, fresh, 6@8 lbs. avg. ....	.18 @15
Perk trimmings, extra lean .....	.23 @24
Perk trimmings, regular 50% lean .....	.18 @19
Spare ribs, fresh .....	.19 @20
Leaf lard, raw .....	.16 @17

Western, 42 to 47 lbs. to dozen, lb. ....	.28 @29
Western, 36 to 42 lbs. to dozen, lb. ....	.28 @29
Western, 31 to 35 lbs. to dozen, lb. ....	.28 @29
Western, 25 to 30 lbs. to dozen, lb. ....	.30 @32
Western, 21 to 24 lbs. to dozen, lb. ....	.32 @38
Western, 17 to 20 lbs. to dozen, lb. ....	.36 @40

Fowls—frozen—dry packed—prime to fcy.—12 to box:	
Western, 60 to 65 lbs., lb. ....	.33 @34
Western, 55 to 59 lbs., lb. ....	.33 @34
Western, 45 to 47 lbs., lb. ....	.27 @28
Western, 30 to 35 lbs., lb. ....	.23 @24

Ducks—	
Long Islands, No. 1, bbls.21 @31

Squabs—	
White, 11 to 12 lbs. to dozen, per lb.75 @80

Prime, dark, per dozen.250 @300
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LIVE POULTRY.

Fowls, colored, per lb., via express.30 @32
Ducks, Long Island spring, via express.24 @34
Geese, swan, via freight or express. ....	.21 @13
Pigeons, per pair, via freight or express. ....	.40 @40
Guineas, per pair, via freight or express. ....	.20 @20

BUTTER.

Creamery, extras (92 score). ....	.50 @50
Creamery, firsts (90 to 91 score). ....	.46½ @49½
Creamery, seconds .....	.39 @41
Creamery, lower grades. ....	.37 @38½

EGGS.

Extras, per dozen. ....	.59 @61
Extra firsts .....	.53 @58
Firsts .....	.46 @51
Checks .....	.20 @33

FERTILIZER MATERIALS.

BASIC NEW YORK DELIVERY.

AMMONIATES.	
Ammonium sulphate, bulk, delivered per 100 lbs. ....	.26 @26
Ammonium sulphate, double bags, per 100 lbs., f. a. & New York .....	.25 @25
Blood, dried, 15-16% per unit. ....	.35 @35
Fish scrap, dried 11% ammonia, 15% B. P. L. ....	.415 & 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L. ....	.410 & 10c
Fish scrap, acidulated, 6% ammonia, 8% A. P. A. f. o. b. fish factory. ....	.350 & 50c
Soda Nitrate, in bags, 100 lbs. spot. ....	.25 @25
Tankage, ground, 10% ammonia, 15% B. P. L. ....	.25 @25
Tankage, unground, 9@10%, ammonia. ....	.375 & 10c

PHOSPHATES.

Bone meal, steamed, 8 and 50 bags, per ton. ....	.31 @31
Bone meal, raw, 4½ and 50 bags, per ton. ....	.35 @35
Acid phosphate, bulk, f. o. b. Baltimore, per ton, 10% flat. ....	.9 @9

POTASH.

Manure salt, 20% bulk, per ton. ....	.11 @11
Kalnit, 12.4% bulk, per ton. ....	.8 @8
Muriate in bags, basis 80%, per ton. ....	.32 @32
Sulphate in bags, basis 90%, per ton. ....	.43 @43

BEEF.

Cracklings, 50% ungrounded .....	.1 @1
Cracklings, 60% ungrounded .....	.1 @1.5

MEAT SCRAPS, GROUND.

5% .....	.62 @62
55% .....	.67 @67

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending Nov. 11, 1926:

Nov.	5	6	8	9	10	11
Chicago	.47	.47	.47½	.48	.48	Holiday
New York	.48½	.49	.49½	.49½	.49½	"
Boston	.47	.47	.47	.47	.47	"
Philadelphia	.49½	.50	.50½	.50½	.50½	"

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

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